

NOTE THE SOAP INDUSTRY SECTION

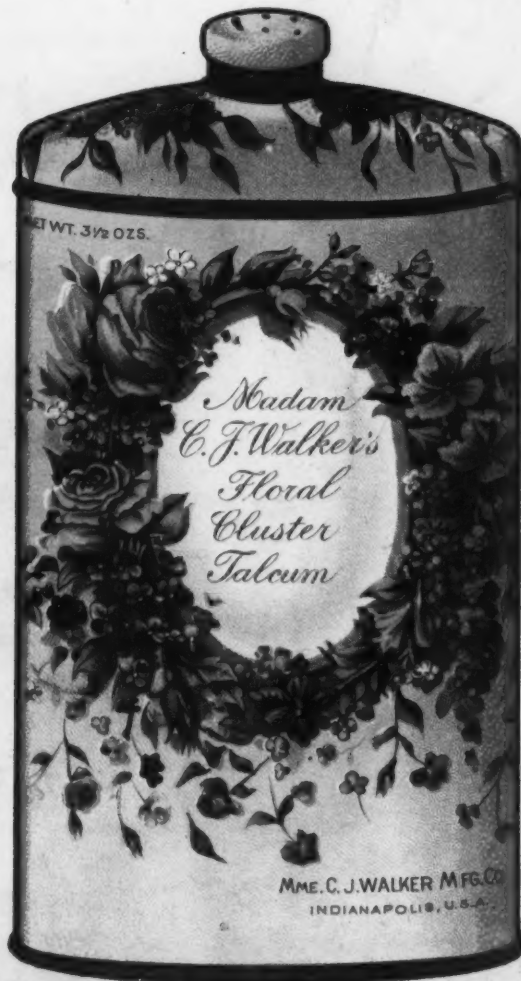
The American Perfumer

and Essential Oil Review

PERFUMER
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VOL. XVI
NO. 2



(SEE PAGE 9)

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NEW YORK, APRIL, 1921

VOL. XVI, No. 2

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and ESSENTIAL OIL REVIEW
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CONVENTION OF THE PERFUMERS' ASSN.

The twenty-seventh annual convention of the Manufacturing Perfumers' Association will open at noon May 10, at the Biltmore Hotel, New York, and the responses already made to the Convention Committee indicate that it will be very largely attended.

The present administration under the leadership of President Francis W. Jones has done notable work, but much more remains to be done. There is need therefore for his continuation in office, and we trust that he can be prevailed upon to take time from his business to give to the association work for another year.

On another page we publish the cheering news of the issuance of a special Treasury Decision authorizing a formula for the denaturing of alcohol for perfumes and toilet waters. The working out of this formula has been wholly an association matter, and the association is therefore entitled to the gratitude of the entire industry for this accomplishment.

Two of the remaining major problems are tariff and taxation. The tariff situation is a very complex one at this time, as it is complicated by foreign exchange situation which aggravates the tendency of foreign manufacturers to dump goods into this country at low figures. Nearly all the nations of Europe are deeply in debt to us and as there is not enough gold available to pay us, the payment must be made in goods. While facilitating the settlement of the debt in this manner, the interests of American manufacturers must also be safeguarded, for although the welfare of the country at large is the prime consideration, it is, of course, necessary for those engaged in the perfumery industry and allied branches to present their case to Washington in such a way that the industry may continue to develop.

The program for the convention has been completed by the Convention Committee, under the leadership of Mr. A. F. Kammer, and we take pleasure in publishing it herewith:

Hotel Biltmore, Tuesday, May 10, 1921

Luncheon at noon.

Reports of the officers, etc.

Addresses: "Foreign Trade and Foreign Exchange," by Wilbert Ward, National City Bank, New York; "The Present Selling Problem," by Charles Coolidge Parlin, Division of Commercial Research, Curtis Publishing Co., Philadelphia, Pa.; "Co-operation: How We Can Help One Another," by A. W. Urquhart, manager toilet goods department, Gimbel Bros., New York. 8.15 P. M.: Theatre party, New Amsterdam Theatre,

musical comedy, "Sally," being produced. This will be followed by supper and dance in the Rose Room, Biltmore Hotel.

Wednesday, May 11, 1921

Luncheon at noon, followed by routine business.

There will be special addresses as follows: "How to Select Your Package," by Richard B. Franken, New York University; "Beauty in Perfume Containers," by Royal B. Farnum, president Rochester Athenaeum and Mechanics Institute, Rochester, N. Y.; "The Psychology of Trade Marks," by Howard S. Neiman, New York.

Thursday, May 12, 1921

Luncheon at noon, followed by election of officers, etc.

There will be special addresses as follows: "Review of the Raw Material Situation," by C. Beilstein, Dodge & Olcott Co., New York; "Standardization and Research," by Henry C. Fuller, Institute of Industrial Research, Washington, D. C.; "A Course in Perfumery and Cosmetics," by Prof. Curt P. Wimmer, Columbia University.

At 7 P. M., the annual banquet will be held in the Cascade Room at the Hotel Biltmore, and the Association has been fortunate in having Mr. Louis K. Liggett, president of the United Drug Co., Boston, Mass., consent to act as toastmaster.

Addresses will be made on "The Mission of the Republic," by Dr. S. Parkes Cadman, Brooklyn, N. Y., a noted divine and others.

DISTRIBUTING OVERHEAD COSTS.

"How to Distribute Overhead Expense in Good and Bad Times" is the subject of a bulletin just issued by the Fabricated Production Department of the Chamber of Commerce of the United States, which will be read with interest.

"Our cost systems are too inflexible," the bulletin says, "under ordinary cost methods, still largely in use, overhead expenses are spread too thin in times of forced production, and massed too heavily in periods of slight demand and output, giving in the latter case costs that are artificially high and unfair to the public, and moreover costs which the market will not generally sustain.

"Thousand of firms went through the recent years of full blast operation upon a basis of overhead distribution essentially unfair to them. A start in the right direction must be made, and upon such firms is urged a consideration of adjusting overhead charges on the basis of a normal year, and it is so advised both as an advance in sound cost accounting and as a measure to facilitate that business revival we all desire, need and anticipate."

U. S. CHAMBER OF COMMERCE.

The general theme of the ninth annual meeting of the Chamber of Commerce of the United States, to be held at Atlantic City April 27 to 29 will be: "In the public interest more business methods in government; less government management of business." All of the questions, including tariff and taxation, will be approached as they relate to the general subject. Speakers will be government officials and leading business men in many lines of finance, commerce and industry.

Wages, overhead and production costs are among the questions to be discussed at a group meeting representing fabricated production. The practical handling of this subject will be in the hands of business men and economists.

SEES BRIGHT DAYS AHEAD.

George M. Reynolds, chairman of the board of directors of the Continental and Commercial National Bank of Chicago, told the convention of the Illinois Manufacturers' Association that he believed that business had "turned the corner" and that a few more months would bring "the sunlight of better times and better days." For a rapid and permanent recovery he urged these changes in the present order of things:

- Restoration of Liberty bonds to par value.
- Placing of the governmental house in order at Washington.
- Restoration of foreign exchange to normal value.
- Repeal of the excess profits tax.
- Broader co-operation between the factors in national life.
- Reduction of inflation in some lines of business.

HARDING FOR READJUSTMENT

President Harding has made public a report of the Federal Trade Commission that caused him to say in his message to Congress that "it (the commission) attributes, in the main, the failure to adjust consumers' cost to basic production costs to the exchange of information by 'open price associations' which operate to the very great advantage of their members and equal disadvantage to the consuming public."

Mr. Harding followed this declaration with a suggestion that "some suitable inquiry by Congress might speed the price readjustment to normal relationship, with helpfulness to both producer and consumer." Resolutions asking for an inquiry into the activities of "open-price associations" will be introduced in Congress. Various associations are mentioned in the report, but none in our industries.

MAY TRADE OUTLOOK OPTIMISTIC.

An indication that business conditions throughout the country are getting better is found in the fact that the volume of distribution by jobbers and retailers showed a distinct gain in March over February, says Archer Wall Douglas, Chairman of the Committee on Statistics and Standards of the Chamber of Commerce of the United States. Mr. Douglas reports at length on the business situation in the May number of the *Nation's Business*.

The whole tone of Mr. Douglas' report is optimistic. He points out many signs as indicative of an improvement in the situation, and as tending to foreshadow a return to more settled and stable conditions.

CHEMICAL INDUSTRY SOCIETY

In arranging the 1921 annual meeting of the Society of Chemical Industry, which will be held in Montreal, Quebec, August 29 to 31, arrangements have been made for visits, with special sessions, to Niagara Falls and New York. During their stay in this city, the visiting chemists may have rooms in the Columbia University dormitories and meals at the Faculty Club, through the efforts of members of the American section of the society.

The official journal of the society urges British members to attend the meeting and to join in the visiting, pointing out the importance of doing so from the standpoint of the future development of the organization and that of national welfare, especially with a view to more effective co-operation between the old and new worlds.

DRUG MANUFACTURERS' ASSOCIATION.

Adoption of a resolution favoring the retention of the revenue tax on alcohol for non-beverage purposes was the most conspicuous feature of the tenth annual meeting of the American Drug Manufacturers' Association, held in the Biltmore Hotel, April 11 to 14. The attitude on alcohol was based on the fear that the removal of the tax might tend to deprive the trade of the value of government control and centralization of the handling of the product, that abolishing the tax would increase the number of irresponsible manufacturers and cause more drastic regulations to be issued and that it would be inadvisable to deprive the Government of the revenue. A strong resolution was passed urging less arbitrary and irksome restrictions upon legitimate medicinal preparations that contain alcohol, especially those included in the U. S. P. and N. F. Simplification of the Volstead Act and discarding of red tape were recommended. Resolutions also deprecated compulsory health insurance and characterized the legislation prohibiting the use of saccharine in food as unfair. The Nolan patent bill was approved. The uniform model state alcohol bill adopted at the Washington conference in January was approved. The tariff and numerous other topics were discussed. Dr. G. F. Richmond, of Antoine Chiris Co., New York, reviewed the work of the sub-committee on "Essential Oils."

William A. Sailer, of Sharp & Dohme, Baltimore, was re-elected president. The other officers chosen are:—Vice-presidents, James E. Bartlett, of Parke, Davis & Co., Detroit; Willard Ohliger, of Frederick Stearns & Co., Detroit, and Charles G. Merrell, of the Wm. S. Merrell Chemical Co., Cincinnati; secretary, W. J. Woodruff, of Washington, D. C. (re-elected); and treasurer, Franklin Black, of Charles Pfizer & Co., New York.

James F. Pardee, of the Dow Chemical Co., Midland, Mich., and S. B. Penick, of S. B. Penick & Co., New York, were elected as members of the Executive Committee for the ensuing term. The other members of the committee are the officers and Burton T. Bush, of the Antoine Chiris Co., and C. M. Woodruff, of Parke, Davis & Co.

FOREIGN TRADE COUNCIL.

Foreign trade problems of a wide variety are to be handled by men of international reputation at the convention of the National Foreign Trade Council in Cleveland, May 4 to 7. Among the speakers and their topics are the following: "Financing Foreign Trade," Fred I. Kent, Bankers Trust Co., N. Y.; "Frozen Credits—What They Are and How to Thaw Them," W. P. G. Harding, Federal Reserve Board; "Value of Long Credits to the Exporting Manufacturer," George R. Meyercord; "Credits and the Export of Specialties," F. H. Taylor, S. S. White Dental Manufacturing Co.; "Government Service to Foreign Trade," J. Walter Drake; "Fundamentals in Foreign Trade Education," J. A. DeHaas; "Means of Getting an International Viewpoint in Foreign Trade Education," Walter S. Tower; "The Foreign Credit Risk: Its Problems Under Existing Conditions," J. G. Geddes; "A Practical Method of Tests for Export," S. W. Stratton, U. S. Bureau of Standards; "Psychology of International Merchandising"; "One Essential of Successful Exporting"; "Developing an Export Business Through Advertising"; "What I Expect from My Advertising Appropriation"; "The Customer and the Market"; "Trade Balance and Exchanges"; "Our Trade Relations with Mexico."

OUR ADVERTISERS

VALMONT MANUFACTURING CO., Inc.

Metal Boxes and Powder Puffs

77-79 WASHINGTON AVE.,

BROOKLYN, N. Y.

THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,
14 Cliff street, New York.

Gentlemen: We have relied on THE AMERICAN PERFUMER ad almost entirely for past business. We have had no salesmen out, yet the results of our early advertising made it necessary for us to move to larger quarters.

It will interest you to know that we have had answers from all parts of the world to THE AMERICAN PERFUMER ad, but to us the most interesting part, as our bookkeeper brought out last week, when checking up results, is the fact that these inquiries have resulted in business from Japan, Australia and England, and this business has more than paid our entire advertising cost in your publication to date.

We look for even better results, as the publication shows improvement monthly, and should get even greater attention from buyers than it has in the past.

Very truly yours,

J. E. VALENTINE,

General Manager

IS GERMANY "SHAMMING DEAD"?

Recent copies of the London *Daily Mail* contain a series of articles under the caption "Germany Shamming Dead," which purport to give the results of extensive investigations tending to show that German factories are going ahead at "full steam" turning out wares for export made to resemble as nearly as possible British and French goods. This is the chapter on "Chemical Scents":

"I visited a perfume factory, one of the best known in Germany, which has a very large business connection with South America. The factory is at present particularly busy on the production of an article which is the craze in Germany just now, the so-called 'trocken' (dry) scent, a perfume in powder form which dissolves in fragrance in contact with a warm hand.

"A very interesting branch of this factory was the synthetic essence department. One room was fragrant with a most realistic odor of strawberries; in another it was pineapple, in a third pear, in a fourth mushroom, although, needless to say, not a single fruit or vegetable is used in the process. A drop of the essence gives the smell and, to some extent, the taste of the fruit or vegetable.

"In that German environment the strong odor of fruit conjured up for me less agreeable war recollections of German tear gas, with its pleasing if sickly smell of fresh fruit, which, like these synthetic perfumes, was also the work of German chemists.

"Despite the loudly lamented shortage of fats, I found the production of soap at this establishment going strong. Most of it was stamped, I noticed, with English lettering. Such non-committal inscriptions as 'Finest Bath Soap' or 'Unequalled for the complexion' gave the requisite illusion of British manufacture without coming into conflict with export regulations. 'The German public wants soap stamped with English lettering,' I was told when I inquired about this peculiarity.

"A special department was entirely devoted to the preparation of certain high class perfumes and soaps. The packings—in cut crystal, silk, velvet, or painted glass—bore a remarkable resemblance to those of a celebrated Paris make."

FIGHT IS WON FOR TAX FREE ALCOHOL FOR PERFUMERS

Manufacturing Perfumers' Association Procures the Promulgation of Formula 40, Which Solves Important Problem for Makers of Perfumery, Toilet Preparations, Hair Tonics, Etc.—Other Denaturing Formulas and Alcohol Regulations Issued.

WASHINGTON, April 15.—The Manufacturing Perfumers' Association has scored an important victory in its long fight to obtain tax free alcohol for the perfumery and toilet preparations industries. The following announcement by the Internal Revenue Bureau, giving Formula 40 official existence, tells part of the story and Mr. W. L. Crounse, the indefatigable Washington representative of the association, further along tells the effect of the order:

SPECIALLY DENATURED ALCOHOL FORMULA NO. 40

*To Collectors of Internal Revenue
and Others Concerned:*

The following formula, to be known as specially denatured alcohol Formula No. 40, is hereby authorized for use in the manufacture of perfumes and high grade toilet preparations:

To every 100 gallons of pure ethyl alcohol add
3 ounces, Av., Brucine Sulphate
½ gallon Acetone, U. S. P.

WM. M. WILLIAMS, *Commissioner.*

Approved: April 9, 1921.

A. W. MELLON, *Secretary of the Treasury.*

Mr. Crounse, who has represented the Manufacturing Perfumers' Association in Washington, for some years, made the following statement, telling of the long fight and explaining the new status:

"The Commissioner of Internal Revenue has signed and the Secretary of the Treasury has approved denatured alcohol Formula No. 40, allowing tax free denatured alcohol for the manufacture of perfumery and high grade toilet articles. This action crowns with success a movement which has been vigorously prosecuted for the last four years by a special committee of the Manufacturing Perfumers' Association, of which I have the honor to be chairman.

"Denatured Alcohol Formula No. 40 is one of a series authorized by the Internal Revenue Bureau from time to time, pursuant to the so-called free-alcohol law of 1906. This law granted tax-free alcohol for industrial use (except in the manufacture of liquid medicinal preparations) when so denatured as to be strictly non-potable. It was amended in 1913 so as to include liquid medicinal preparations for external use. Title III of the Volstead Prohibition Law practically re-affirms the free alcohol statutes and provides in detail for their enforcement, Section 13 providing that the Commissioner shall 'from time to time issue regulations respecting the establishment, bonding, and operation of industrial alcohol plants, denaturing plants, and bonded warehouses authorized herein, and the distribution, sale, export and use of alcohol which may be necessary, advisable, or proper, to secure the revenue, to prevent the diversion of the alcohol to illegal uses, and to place the non-beverage alcohol industry and other industries using such alcohol as a chemical raw material or for any other lawful purpose upon the highest possible plane of scientific and commercial efficiency consistent with the interests of the Government, and which shall insure an ample supply of such alcohol and promote its use in scientific research and the development of fuels, lyxes, and other lawful products.'

"Under the terms of the free alcohol law and the Vol-

stead Act, alcohol for industrial purposes is denatured and rendered absolutely non-potable before it is withdrawn from the denaturing bonded warehouse which receives it from the distillery. Thus, these provisions of the law are of the greatest possible value in insuring the enforcement of prohibition, as no illegitimate interest will undertake to acquire denatured alcohol, for the reason that it cannot be diverted to beverage purposes.

"Denatured alcohol Formula No. 40 is one of a series of three that have been devised for the purpose of denaturing alcohol for use in the manufacture of toilet preparations of all kinds, including so-called hair tonics, head rubs, face lotions, shampoo, toilet waters, perfumery, etc. It is believed that considerable quantities of alcohol procured on permits to manufacture these goods have been diverted to beverage purposes. In some cases, unprincipled persons have purchased the necessary materials to make these products, but have resold the essential oils and have then disposed of the alcohol to so-called bootleggers, covering their transactions with falsified records and reports. In other cases, they have manufactured so-called hair tonics, etc., using such small quantities of ingredients other than alcohol, that the product was potable and could easily be disposed of through illegitimate channels.

"The reason why Formula No. 40 was not issued long ago was because of the extremely difficult technical problem of developing a denaturing agent of sufficient strength to denature the alcohol, but which would in no way injure the exceedingly delicate products embraced in the category of perfumery and high-grade toilet articles. Anticipating that conditions might arise in which it would be desirable to employ a 'modifying agent' (as distinguished from a denaturing agent) for high-grade perfumery and toilet waters, the Manufacturing Perfumers' Association two years ago decided to develop such an agent, and secured the invaluable co-operation of Dr. Carl L. Alsberg, chief of the Bureau of Chemistry of the Department of Agriculture, who placed his technical knowledge and the facilities of his bureau at the service of the chemist retained by the association for the purpose.

"Starting with this modifying agent as a basis, I endeavored to develop a formula that would comply with the requirements of the Internal Revenue Bureau for the denaturing of alcohol used in the manufacture of perfumery and high-grade toilet articles. Such a formula was finally worked out with the co-operation of the accomplished head of the Industrial Alcohol Division of the Prohibition unit, Dr. J. M. Doran.

"The domestic industry engaged in the production of perfumery and toilet articles is now in a greatly depressed condition, its consumption of alcohol having dwindled rapidly during the last year. Regulation 40 will do much to revive it and to enable manufacturers engaged in it to continue to employ their labor and capital.

"Regulation 40 will be of chief advantage, however, in enabling American manufacturers of these products to extend their export trade. Operations under existing regulations allowing alcohol to be withdrawn tax free for the manufacture of products for export on premises separate from those on which goods for the domestic market are made are far too costly to be utilized, and in no way stimu-

late exports. With Formula 40 in force, the American producer of these goods will be put on an equal footing with the manufacturers of perfumery, etc., in France, Germany, England, and other industrial countries throughout the world."

FORMULAS FOR BARBERS' SUPPLY PREPARATIONS.

The Commissioner of Internal Revenue has issued the following new formulas for the use of alcohol in barbers' supply preparations:

Formula 39.—To every 100 gallons of pure ethyl alcohol add 9 pounds Av. Sodium Salicylate, U. S. P.; $1\frac{1}{4}$ gallons U. S. P. Fluid Extract Quassia, 1 gallon Acetone, U. S. P.

Formula 39-A.—To every 100 gallons of pure ethyl alcohol add 60 ounces Av. of any one of the following U. S. P. alkaloids or salts: Quinine, Quinine Bisulphate, Quinine Hydrochloride, Cinchonidine, Cinchonidine Sulphate, 1 gallon Acetone, U. S. P.

FORMULAS FOR DENTRIFICES AND LOTIONS.

The Commissioner of Internal Revenue has announced the following formulas of specially denatured alcohol for use in mouth washes, dentrifices or lotions:

Formula 23-B.—To every 100 gallons of pure ethyl alcohol add 15 pounds of camphor, U. S. P.; 2 pounds of menthol crystals, U. S. P.; 3 pounds of carbolic acid, U. S. P. For use in lotions for external purposes only.

Formula 23-C.—To every 100 gallons of pure ethyl alcohol add 10 pounds Carbolic Acid, U. S. P.; 15 pounds Resorcinol, U. S. P.; 5 pounds Oil of Wintergreen, U. S. P., or Methyl Salicylate, U. S. P. For use in lotions for external purposes only.

Formula 37.—For use in the preparation of antiseptic solutions for external purposes: To every 100 gallons of pure ethyl alcohol add 45 ounces Eucalyptol, U. S. P.; 30 ounces Thymol, U. S. P.; 20 ounces Menthol, U. S. P.

Formula 38.—To every 100 gallons of pure ethyl alcohol add 10 pounds Oil of Wintergreen, U. S. P., or Methyl Salicylate, U. S. P.; 5 gallons of a water solution of 60 ounces of Zinc Chloride, U. S. P. The Oil of Wintergreen or Methyl Salicylate should be dissolved in the alcohol and to this should be added the 5 gallons of Zinc Chloride solution.

MAKING APPLICATIONS FOR PERMITS.

Application for permit to use specially denatured alcohol must be made to the local revenue collector, accompanied by a bond, graduated according to the quantity of specially denatured alcohol to be used within thirty days. Samples and labels of the proposed product, or products, must accompany the application and sufficient of the formula or formulas must be disclosed to show that the proposed product or products cannot be used for beverage purposes. Where a specially denatured alcohol formula is used it is not necessary to use a modifying agent prescribed by the government, unless the proposed preparation is so close to intoxicating as to require it.

Applicants for permits should include as many specially denatured alcohol formulas authorized by the government as they wish to use in one application, covered by one bond, otherwise they will have to file a supplemental application for every additional formula and obtain the consent of their surety in each case. Samples should be sent directly to the chemical and industrial alcohol section of the prohibition unit in Washington. Application for permit should be made on Form 1479 and bond should be submitted on Form 1480. The number of each specially denatured alcohol formula must be specified on the application for permit. The permit entitles the holder to purchase alcohol tax-free at a specially denatured alcohol plant after it has been denatured under government supervision in accordance with the specially denatured alcohol formula, or formulas desired to be used.

ESSENTIAL OIL SAMPLES FOR ANALYSES.

T. D. 3149, relating to samples of denaturing materials to be submitted to the authorized chemist, has just been issued. It is as follows:

Paragraph 1, Article 100, of Regulations No. 61, is hereby amended by adding the following:

"* * * From each lot of essential oils, such as oil of rosemary, oil of cloves and eucalyptol, samples not to

exceed two fluid ounces should be forwarded to the authorized chemist for analysis."

REGULATIONS CONCERNING LOSSES OF ALCOHOL IN BOND.

T. D. 3152, approved April 2, prescribes regulations to carry out the following provision of the law of October 28, 1919: "Whenever any alcohol is lost by evaporation or other shrinkage, leakage, casualty or unavoidable cause during distillation, redistillation, denaturation, withdrawal, piping, shipment, warehousing, storage, packing, transfer, or recovery, of any such alcohol the commissioner may remit or refund any tax incurred under existing law upon such alcohol, provided he is satisfied that the alcohol has not been diverted to any illegal use: Provided also, That such allowance shall not be granted if the person claiming same is indemnified against such loss by a valid claim of insurance."

The regulations cover industrial alcohol bonded warehouses, denaturing plants, transit in bond, losses on bonded premises and in transit execution of claims and the making of allowances.

Officers assigned at industrial-alcohol plants and bonded warehouses, or at denaturing plants, are required to report immediately to the collector of the district any case of unlawful use of ethyl alcohol or specially denatured alcohol in such plants or warehouses, or of ethyl alcohol or specially denatured alcohol unlawfully removed therefrom.

TO STOP DRY LAW'S INJUSTICE TO BUSINESS.

John F. Kramer, prohibition commissioner, said recently the Bureau of Internal Revenue intends to eliminate restrictions in dry law enforcement which work an injustice to legitimate business. He gave this assurance to committees of the American Drug Manufacturers' Association and the American Association of Pharmaceutical Chemists at their conference.

The committees adopted three sets of resolutions. One suggested changes in the prohibition enforcement regulations making possible the sale of alcoholic medicines, another applied to the narcotics law, and the third suggested organizations of manufacturing, distributing and dispensing by pharmacists and physicians to promote a better understanding between the professions.

Among the manufacturers present were: J. H. Foy and B. L. Maltbie, of the Maltbie Chemical Co.; R. Lincoln McNeil and Robert McNeil; George C. Hall, of the Zemer Co.; Fred Windolph, of the Norwich Pharmacal Co.; George C. Pratt, of the National Drug Co.; James W. Bevans and Donald McKesson, of McKesson & Robbins, Inc.; Frederick J. Austin, of Wm. R. Warner & Co.; Michael F. Lyons, of the Theodore Metcalf Co.; J. L. Roberts, of Sharp & Dohme; Horace W. Bigelow, of Parke, Davis & Co.; Charles G. Merrell, of Wm. S. Merrell Co.; Mortimer Bye, of Frederick Stearns & Co.; Horace Burrough, Jr., of Burrough Bros. Mfg. Co., and S. R. Light, of the Upjohn Co.

QUEBEC ALCOHOL LAW'S FAULTS.

Twenty representatives of Montreal manufacturers of perfumery, extracts and drugs met with other members of the Canadian Manufacturers' Association recently to discuss the Canadian regulations for the use of alcohol in their industries. A resolution was adopted asking the provincial government to let the new commission function as the Governor-in-Council now does in issuing permits for the purchase from distilleries of alcohol for industrial uses.

This resolution followed protests against the provision of the new law, which places the sale of alcohol entirely in the hands of the government, apparently permitting the government to profit in reselling to industrial users. It was asserted that, as manufacturers in other provinces may purchase alcohol direct from distilleries, the Quebec manufacturers are placed at a disadvantage in competition.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.

PERFUMERS' TARIFF BRIEF AND CONGRESS OUTLOOK

WASHINGTON, April 18.—The special session of the 67th Congress, called to act on tariff and revenue law revision, has got under way and the House already has passed the Young Emergency Tariff Bill, which practically is the same as the Fordney bill passed in the last session, but vetoed. He has added an anti-dumping and a new valuation provision. The latter provision makes the value of foreign money the basis for the collection of duties. The bill is not likely to be reported in the Senate for a week or ten days. Senator Penrose, chairman of the Finance Committee, has indicated that the exchange valuation rider may be substantially amended, or eliminated. It is conceded that there will probably be a long-drawn-out debate on the anti-dumping and exchange valuation provisions, and this is one of the principal reasons advanced by some of the leaders for the prediction that an ad interim tariff may be the form that temporary tariff legislation will take.

Opposition to the proposed sales tax is increasing among responsible Republican leaders, who predict that Congress will never accept such a tax as a substitute for the excess profits tax. The only chance that a sales tax might have in Congress, they say, would be in connection with the proposal for a soldier bonus. The backers of the bonus plan believe that the people would not oppose the sales tax if the yield were used to pay bonuses to former service men.

Senator Penrose, Chairman of the Finance Committee, said that sentiment was against the sales tax because it appeared to be nothing more than a consumption tax. He said, however, that the Finance Committee would give the advocates of the sales tax full opportunity to be heard, when hearings are begun soon on revision of the revenue laws.

Representative Fordney, Chairman of the Ways and Means Committee; Representative Nicholas Longworth and a majority of that committee, it is said, are opposed to the sales tax. Sentiment in this committee is that if the expenditures are reduced sufficiently there is no need of a substitute for the excess profits tax. But if this appears necessary the probability is that there will be a flat 10 per cent tax on the net income of corporations.

There is a general agreement in Congress with the views of President Harding that the burdens of taxation shall not be shifted, but lifted. The argument against the sales tax is that its imposition would be a shifting of taxation from the corporation to the masses, provided the sales tax takes the place of the excess profits tax.

Representative Mondell, Republican House leader, has entered the list of those opposing the sales tax insisting that the country would not accept such a tax and that the Republican Party did not intend to make such a mistake as to add to the already heavy taxation of the people.

"There is not going to be any sales tax," said Mr. Mondell. "There won't be any for two reasons, first, a sales tax, under the American form of government, cannot be justified save for a war emergency, and, second, for the reason that what the country needs and is demanding is a lifting and not a shifting of the tax burden."

Mr. Mondell is convinced that the excess profits tax and other taxes which he regarded as unnecessary and injurious, such as the transportation and soft drinks taxes, can be repealed without the addition of any new taxes.

"The time has come to repeal some of our taxes," he concluded, "rather than be searching for new methods of taxation."

Meanwhile the sales tax bills introduced by Senator

Smoot and Rep. Bacharach are under consideration.

PERFUMERS' HEARING ON REVISION OF THE TARIFF

Chairman Longworth, of the Ways and Means Subcommittee on Chemicals, gave a hearing on March 30 to the Tariff Committee of the Manufacturing Perfumers' Association, after the committee had been in consultation with the experts of the United States Tariff Commission. The position of the perfumers was discussed with the experts and the understanding was that they were in accord with the perfumers and would give their support to the recommendations made to the Ways and Means Committee. Mr. Longworth also later indicated that the position taken by the perfumers was logical and that they should have proper protection.

At the hearing there were present A. M. Spiehler, chairman of the perfumers' tariff committee; W. L. Crounse, representative of the association, and Dr. H. C. Wright, of Morana, Inc. Mr. Crounse made a comprehensive argument stating the requests of the association and Chairman Spiehler submitted the following brief:

"Mr. Chairman and Members of the Ways and Means Committee:

"As chairman of the Tariff Committee of the Manufacturing Perfumers' Association, I desire to present a statement supplementing that filed by me during the recent hearings before your committee, and embodying the more mature views of the members of our Association. Our recommendations are substantially the same as those heretofore presented, but in a number of important details we have reached a more nearly unanimous conclusion among ourselves.

DOMESTIC MARKET VALUE.

"Our Association has noted with gratification the intention of Congress to enact a special law substituting domestic for foreign market price as a basis for invoice valuation. This will remedy to a substantial degree the situation due to current dislocation of foreign exchange. It will not meet the situation entirely, so far as our products are concerned, for the reason that in some cases it will be difficult to determine the exact character of the imported product, and on this account we would emphasize the importance of the adoption of our recommendations respecting the classification of our raw materials.

"In this connection we would call your attention to the fact that American perfume manufacturers are now being invited to purchase imported compounds at prices which we are convinced represent an exorbitant advance upon the valuations given in the invoices upon which they were imported.

"We are satisfied that our foreign competitors, the French manufacturing perfumers, are obtaining their compounds on a far more favorable basis than that upon which we can procure them.

DISCOURAGING OUTLOOK FOR INDUSTRY.

"Our industry has made satisfactory progress during the last seven years, but this has been due largely to fortuitous circumstances, rather than the unrestricted operation of the existing tariff laws. Today, however, we are facing a genuine slump in our business and are in need of any assistance that Congress can afford us to weather the storm.

"As indicating the general tendency of our industry, we beg leave to quote the following comments of well-known houses either handling our products or manufacturing our containers:

"Gimbel Bros., New York City, general merchants: As to the recent falling off in the perfumery business, we think it is chiefly due to the low prices at which foreign perfumes are being sold. Importers are naturally taking advantage of the exchange rates.

"Swindell Bros., Baltimore, Md., manufacturers of perfumers' glassware, etc.: There has been quite a heavy falling off in the demand for our bottles for perfumery purposes; in fact, there has been a regular slump in business in this line, the buying by perfumers having almost ceased

entirely, and when orders are received they are for such a light amount that it makes no perceptible reduction in our stock which is made up for the perfumers. While we look for a revival of business later on, we think it is going to be very slow and gradual.

"William Buedingen & Son, Rochester, N. Y., box manufacturers and lithographers: We have noticed a very marked falling off in the business of the perfumery trade in the United States, which, in our opinion, is greatly due to the flooding of this country with foreign face powder and perfumery at ridiculously low prices, far below the manufacturing costs in this country. Some speedy action must be taken by Congress to protect the perfume industry in this country from this unfair competition.

"American Can Company, New York City: There has been a decided falling off in the demand for talcum powder cans and similar articles of our manufacture for the perfumery industry. We sincerely hope that you may be successful in having Congress pass the necessary legislation to give full protection to the perfumery industry.

PATERNALISTIC POLICY OF FRENCH GOVERNMENT.

"The American perfumery industry is just now feeling the full force of the policy of the French Government, which has protected and stimulated the manufacture of perfumes even during the darkest days of the war. The basic industry received the most paternalistic protection throughout the period of military operations, during which it was treated as a special favorite and entitled to fuel, labor, raw materials, and transportation, and did not suffer any of the restrictions with which our industry in this country was constantly threatened, including classification as a non-essential, with consequent deprivation of all the facilities necessary to continuous operation. The flower growers of France recently have been permitted to organize themselves into an association, the effect of which has been to provide the branch of the French industry manufacturing finished perfumes with an adequate supply of raw materials at moderate prices, while buyers of such materials for our American manufacturers have been obliged to content themselves with what was left, and with prices substantially higher than those paid by our French competitors.

"As evidencing the enterprise of the French manufacturers in exploiting the American market and the extent to which they are co-operating with each other, presumably with government aid, to keep their products before the American people, we would call attention to the current motion picture films, some of the most elaborate of which feature the use of French perfumery and toilet articles in such a manner as to leave no doubt that these features have been introduced as the result of a definite business understanding between the French perfumers and the producers of the films in question.

EFFECT OF PROHIBITION.

"It is quite evident to us that the French Government, with characteristic concern for the export trade of France, is determined to make up in every possible way for the loss it has sustained through the embargo placed by the United States upon importation of wines, brandies and other intoxicants. America was a large importer of these goods, and the French producers thereof have suffered a severe blow in the shutting off of this market. In no way dismayed, however, the French Government is exhausting every resource to increase shipments to the United States of other goods, and it appears to be especially solicitous concerning the expansion of the French exports trade in all commodities in which any form of alcohol is an important ingredient.

"Within the last sixty days, the agent in the United States of a well-known French house has produced a veritable sensation among the women of this country by flooding the market with face powder at prices so low that the leading department stores have been able to sell it at 53 cents per box, against a normal retail price of \$2.50 per box.

PROTECTION FOR DOMESTIC SYNTHETIC PERFUME MATERIALS.

"A consideration to which our tariff committee has given much attention, and for which we believe our revisioner makes due provision, is the comparatively small, but none the less important, branch of our industry which

was developed to a substantial degree during the war and largely because of the trade interruption incident thereto, and which is engaged in the manufacture in this country of so-called synthetic perfume materials. Notwithstanding the fact that any increase in protection afforded this industry will, for a long time to come, increase the cost to us of these materials, we bespeak the extension to these houses of the same principle of protection which we invoke for ourselves. We do not think that any industry can justly claim at your hands protection for its finished products if it is not willing to accord protection to domestic concerns which, with a reasonable tariff, can supply it with materials of adequate quality and at fair prices.

"We are not unmindful of the fact that the products of our industry are sometimes inconsiderately referred to as luxuries, and that all too frequently in the framing of emergency revenue legislation they have been selected to bear a disproportionate burden of taxes, especially in the way of internal-revenue impost. We desire, however, to remind you that the progress of medical science, of sanitation and hygiene have greatly emphasized the important position occupied by our products in the maintenance of the public health. It certainly requires no argument in this presence to refute the suggestion that toilet soaps, tooth pastes, tooth powders, liquid dentifrices, mouth washes, talcum powders, and antiseptic solutions of all kinds are luxuries. All of these products are included among the essential supplies of every hospital in the land. They are to be found in every bathroom, in all nurseries and in sick rooms. They contribute not only to personal comfort and cleanliness, but they are relied upon alike by physicians, surgeons and nurses as valuable adjuncts in restoring and maintaining health. We believe it to be a fair statement that any prejudice that may have existed at any time against the bulk of our goods as luxuries has waned in direct proportion to the increased attention given by our people to personal cleanliness.

SPECIFIC RECOMMENDATIONS.

"The provisions of the Tariff Act of October 3, 1913, in which we are interested are Paragraphs 29, 46, 48 and 49.

"In Paragraph 29, we ask the elimination of the term 'esters.' The esters used in our industry would be included in Paragraph 49.

"We recommend that the following articles be made dutiable under Paragraph 46 or a similar provision in the new tariff:

"Oils, distilled and essential: Lemon and orange per centum ad valorem, or an equivalent specific duty; all-spice (berries), ambrette seeds, balsam peru, cloves, orris, patchouli, sandalwood; all the foregoing and all other distilled and essential oils not specially provided for in this act, not mixed and not compounded, twenty per centum ad valorem: *Provided*, That no article containing alcohol shall be classified for duty under this paragraph.

"Our reason for refraining from suggesting the rates for lemon and orange oils is that they are of much more importance to other industries, notably to flavoring extract producers, than to our industry. It would seem reasonable, however, that lemon and orange oils should pay less duty than the other articles included in the paragraph.

"Our suggestion for the amendment of Paragraph 46 involves a new classification of distilled and essential oils, omitting several which are embraced in the existing law, because they are of little or no importance to our industry, and including by name other oils which, since the passage of the present tariff act, have come to be of industrial importance. Those oils which in our opinion need protection, because of the fact that they are made in this country under promising conditions, we have included in Paragraph 46. The remainder we propose to transfer to Paragraph 561 of the free list.

"Until the passage of the present tariff law, all these oils were free of duty, and, inasmuch as those which we propose to add to Paragraph 561 of the free list are not produced in this country, and in our opinion cannot be, we see no reason why they should be made dutiable. The revenue that would be derived therefrom would be insufficient to justify increasing their cost to the American perfume industry. Several of the oils, like citronella, lemon-

grass, and geranium, are used as raw materials for our newly established synthetic perfume material industry, which should be able to procure them at the lowest possible cost.

"We have also eliminated from Paragraph 46 'all combinations of' distilled and essential oils, but have taken care of them under amendments which we suggest in Paragraph 49 at a somewhat higher rate of duty than that governing the articles embraced in Paragraph 46.

AN IMPORTANT RECLASSIFICATION.

"Deferring for the moment comment on Paragraph 48, which comes next in order under the present law, but which, because it relates to finished products, should logically follow those paragraphs dealing with crude and partly manufactured materials, we now take up Paragraph 49, which, pursuant to a suggestion which we have adopted from a draft prepared by the United States Tariff Commission, we have recast. We propose to transfer to the free list ambergris, civet, musk (grained or in pods), enfleurage greases, and floral essences or flower concretes, and all natural odoriferous aromatic substances and essential oils used in the manufacture of perfume; provided, that same are not mixed and not compounded, do not contain alcohol, and are not otherwise specially provided for.

"Paragraph 49 will then read as follows:

"49. (a) Odoriferous or aromatic chemical substances obtained from essential oils or from natural or chemical products, not mixed nor compounded, 20 per centum ad valorem; (b) all compounded preparations, mixtures and combination of essential oils, distilled oils, odoriferous or aromatic substances or natural floral products, used in the manufacture of but not marketable as perfumes or cosmetics, and not containing alcohol and not specially provided for in this paragraph, 25 per centum ad valorem.

"It will be observed that in subdividing the articles enumerated in Paragraph 49 we have provided two classifications, one including the primary or uncompounded products at the rate of 20 per centum ad valorem, which is the rate they now pay, and the other embracing the compounds or mixtures, which logically should pay the higher rate of 25 per centum ad valorem.

"Under Paragraph 49, that branch of our industry engaged in producing synthetic perfume materials in this country will receive a substantial amount of additional protection. This is brought about, first, by the transfer to the free list of certain oils which are used in the manufacture of synthetic products and which, therefore, would be made available at lower cost, and second, as the result of raising the tariff rate on compounds and mixtures from 20 to 25 per centum ad valorem.

RATES ON OUR FINISHED PRODUCTS.

"The finished products of our industry are included in Paragraph 48 of the present law, and concerning this paragraph we have no recommendation to make, except that the concluding clause, 'floral and flower waters containing no alcohol not specially provided for in this section, 20 per centum ad valorem,' should be eliminated and such waters transferred *eo nomine* to the free list. The paragraph, if amended in accordance with our recommendation, would read as follows:

"48. Perfumery, including cologne and other toilet waters, articles of perfumery, whether in sachets or otherwise, and all preparations used as applications to the hair, mouth, teeth, or skin, such as cosmetics, dentifrices, including tooth soaps, pastes, including theatrical grease paints and pastes, pomades, powders, and other toilet preparations, all the foregoing, if containing alcohol, 40 cents per pound and 60 per centum ad valorem; if not containing alcohol, 60 per centum ad valorem.

"Concerning the elimination of floral and flower waters from the above paragraph, we beg to point out that these articles are merely the by-products of the distillation of essential oils from flowers in the foreign countries of origin, and although they are of substantial importance to our domestic manufacturers, they are not and cannot be produced in this country. Incidentally we would draw attention to the fact that some of them have an important use in the manufacture of medicines.

THE FREE LIST.

"If the changes we have already suggested are adopted, it will be necessary to amend Paragraph 561 of the free list of the present law in order to include those natural raw materials which we are proposing to eliminate from Paragraphs 46 and 49 of Schedule A.

"This paragraph will then include the following articles:

"Ambergris, civet, natural musk;

"Oils: Anise, bay, bergamot, bois de rose femelle, cajuput, cassia, citronella, eucalyptus, geranium, lavender, aspic or spike lavender, lemongrass, linaloe, neroli or orange flower, otto of rose, palmarosa, petitgrain, rosemary, thyme, ylang ylang, enfleurage greases, liquid and solid primal floral essences or floral concretes, rose-flower water, orange-flower water, jasmine-flower water, cherry-laurel water, elder-flower water; all the foregoing not mixed and not compounded and not containing alcohol.

"In our discussion of Paragraphs 46 and 49 of Schedule A, we have presented briefly our reasons for seeking to extend the category included in Paragraph 561.

DUTIES ON BOTTLES.

"In connection with the duty on finished perfumery, we wish to call attention to a somewhat anomalous situation that has developed respecting the duty upon the containers thereof. When perfumery is imported in plain glass bottles the containers, by the operation of Paragraph 83, are subject to the same ad valorem rate of duty as their contents, namely, 60 per centum. In certain customs decisions (Abstracts 41682 and 41692, of 1918) it has been held, however, that when perfumery is put up in cut or decorated bottles the containers are separately dutiable at the lower rate of 45 per centum ad valorem under Paragraph 84. This decision is based upon the principle that the more specific designation of 'cut-glass bottles,' as found in Paragraph 84, must govern appraising officers, rather than the general term 'glass bottles containing merchandise subject to duty,' as found in Paragraph 83. We think that the provisions of Paragraph 83 should be so amended as to impose upon all glass containers the same rate of duty applicable to their contents, irrespective of the character of such containers.

"Respectfully submitted,

"THE MANUFACTURING PERFUMERS' ASSOCIATION,
"ADOLPH M. SPIEHLER, Chairman Tariff Committee."

BILL TO FIX VALUATION OF IMPORTS

The Ways and Means Committee has drafted a bill for valuation if imports which provides three alternatives: First: Customs duties shall be levied on American selling price of similar or competitive goods. Second: In the event the American selling value cannot be ascertained, duties shall be levied on the port value. Third: If neither the American selling value nor port value can be ascertained, then the duties shall be levied on the cost of production.

The American selling value is defined to be "the price, at the time of exportation of the imported merchandise, at which the domestic merchandise packed ready for delivery in the principal markets of the United States is sold or freely offered for sale in such markets in the ordinary course of trade." Port value is defined as "the foreign market value or export value, whichever is higher, plus 25%."

The 25% is arbitrarily added to cover cost of transportation and insurance from the foreign port to the American market. Cost of production is defined as 125% of the cost of production of such merchandise at the time of exportation to the United States, from the place of manufacture, such cost to include cost of materials and of fabrication and all general expenses, to be estimated at not less than 10%, covering each and every outlay of whatever nature incident to such production, together with the expense of preparing and putting up such merchandise ready for shipment, and an addition of not less than 8% nor more than 50% on the total cost thus ascertained.

COURT DECISION ON MARKET VALUE OF IMPORTS

Judge Marion De Vries of the United States Court of Customs Appeals has filed a statement with the Ways and Means Committee of the House affecting the transfer of

the basis for the estimation of ad valorem duties from foreign to American wholesale market value. The statement probably will assist the Committee in drafting a bill on this subject.

"After determining the American market value," says Judge De Vries in his statement, "in order to properly find and establish the basis on which duties are to be calculated upon imported goods, we should without doubt deduct actual duties levied by our laws upon the imported goods; otherwise we require duties to be paid upon duties, and would be adding to the American value to the extent of such duties which would possibly eventuate in an embargo.

"That this suggested deduction may not be misinterpreted illustration is ventured. Assuming the market value of a bushel of corn in the principal markets of the United States to be \$1 and the duty 25 per cent, what would be the proper deduction? Not, of course, 25 per cent of \$1, for that would be adding the duty to the American value, effecting possibly the suggested embargo, but the deduction would be 25 per cent upon the dutiable value fixed by, and after, the stated deduction from the American value. The solution is mathematical. Proceeding with the known to discover the unknown quantity by adopting \$1 as a basis, we add \$0.25 to \$1, equals \$1.25, which divided into \$1 equals 0.80, the unknown and sought dutiable value. Proof: Twenty-five per cent duty upon \$0.80 valuation equals 20 cents duty, which added to \$0.80 equals \$1 American market value. In this case, therefore, where the American market value is found to be \$1, the import dutiable basis would be \$0.80."

WORKING ON DYE ITEMS IN THE TARIFF BILL

The Chemical Sub-committee on Tariff Revision has got practically through its first review of the chemical items of the tariff and has fixed many rates of duty. Chairman Longworth is much encouraged over the outlook. He says that the sub-committee has only roughly gone over the dye items. It is understood, however, that the sub-committee has decided, after conferring with Joseph H. Choate of the Chemical Foundation and former Judge J. Harry Covington, counsel for the American Dyes Institute, to insert in the general tariff revision bill a selective embargo plan for dealing with dye imports, drawn along lines recommended by the Senate Finance Committee last year in reporting the Longworth dyestuffs bill.

The rates of duty provided for in the dyestuffs bill, the sub-committee believes, should be the equivalent of those originally provided for in the Longworth bill in the House of Representatives. On paper the proposed new rates will be somewhat lower than the original ones, because it is proposed to make them apply to the American valuation of dyestuffs instead of the foreign valuation, as was contemplated in the original bill. American valuation being much higher than the foreign valuation, it is pointed out the new rates of duty may not need to be so high in order to give the same amount of protection as was originally proposed in the Longworth bill.

HOOVER WILL HELP TO PROTECT DYE AND OTHER CHEMICAL INDUSTRIES

The Department of Commerce has begun an investigation of the competition of German dye manufacturers in the American market. Secretary Hoover held a conference Saturday with representatives of the manufacturers in the United States with a view to protecting the industry. Mr. Hoover announced that the meeting was preliminary to the appointment by the various dye trade associations of a small service committee which will keep in constant and close touch with the Department of Commerce in all its activities.

The meeting disclosed the fact, the secretary announced, that because of the fundamental differences and of the separate problems, the organic chemical industry would co-operate through a different committee than the inorganic chemical industry.

The conditions of export markets for American chemicals and dyes was discussed at the conference with a view to keeping the present markets from foreign competitors and of expanding for future markets. The Webb-Pomerene act

was explained to the industry as a means of promoting the export of dyes.

Standardization within the industry, especially for the export markets, was referred to in the discussion as a potential aid, and the committee to be appointed will probably take that subject up with the officials of the Bureau of Standards, Department of Commerce.

Immediate provision must be made, declared Secretary Hoover, to save the domestic dyestuffs industry from German and other foreign competition until the industry has attained sufficient growth to withstand the efforts of long established European companies to serve the American market with that commodity. Moreover, it decided, no time should be lost in providing sufficient protection for the domestic industry if harmful effects of foreign competition are to be avoided.

DYESTUFFS CONTROL NOT PROVIDED FOR IN KNOX PEACE RESOLUTION

Senator Knox of Pennsylvania has introduced his resolution providing for the restoration of peace with Germany. It repeals the war resolution of 1917 and provides for the retention of German property by the United States until Germany satisfies American claims and complies with conditions that may be laid down. The resolution contains no declaration of future policy by the United States as to what this government may do in the event of future wars, as was at first proposed by Senator Knox. Nor does the resolution provide for extension of the War Trade Board's control over the importation of dyestuffs, etc., which would expire with the formal declaration of peace.

TAX PROPOSED ON PURE FRUIT JUICES

Representative Hawley of Oregon has introduced a bill in the House providing for a tax on pure fruit juice beverages. The bill which has been referred to the House Committee on Ways and Means is as follows:

"That there shall be levied, collected, and paid upon all non-alcoholic fruit-juice beverages, whether carbonated or not, whether consisting of pure fruit juice or of pure fruit juice to which sugar or water or both have been added, when sold by the manufacturer, producer, or importer, in bottles or other closed containers, a tax of 2 cents per gallon, and such beverages shall not be deemed soft drinks. All provisions of any Act or Acts inconsistent with the provisions of this Act, or imposing any other or different tax on the articles taxed herein are hereby repealed."

HAUGEN BILL IN AGAIN—OTHERS INTRODUCED

Representative Haugen, of Iowa, has again introduced his objectionable container bill which was beaten in the last Congress. Its provisions are unchanged.

Representative Kelly, of Pennsylvania, has introduced a bill to permit the establishment of uniform resale prices of commodities.

Representative Britten, of Illinois, has introduced a bill calling for the use of the metric system within ten years in all transactions where weights and measures are involved.

Representative Rogers of Massachusetts has introduced a bill "to protect the public against fraud by prohibiting the manufacture, sale, or transportation in interstate commerce of misbranded, misrepresented, or falsely described articles, to regulate the traffic therein and for other purposes." The bill has been referred to the House Committee on Interstate and Foreign Commerce.

WEST TO ACT AS INTERNAL REVENUE COMMISSIONER

Millard F. West, Deputy Commissioner of Internal Revenue, has been designated as acting commissioner, pending the appointment of a commissioner to succeed William M. Williams, who has resigned. Mr. Williams has entered the practice of law here in partnership with Paul E. Myers and Edmund B. Quiggle, also formerly associated with the bureau.

Best Silent Help for a Beginner.

(J. W. T. Jones, flower scent perfumes, 1000 Washington St., Boston)

Your publication is of very great value to me, and I do not wish to be without it. I can highly recommend it to such as myself, a beginner, as being the best silent help one could have.

COURT DECISIONS AND OTHER TRADE MARK RULINGS

Court of Appeals of the District of Columbia.

PHILLIPS v. HUDNUT AND MACK.

1. TRADE-MARKS—ACQUISITION—EXTENT OF USE NECESSARY.

The use of a mark on a few sample-boxes of toilet powder, three of which were consigned to dealers in different parts of the country without previous request by them, for which there was paid only five cents for a box intended to sell at fifty cents, does not constitute such a use of the mark as to establish any property rights therein.

2. SAME—SAME—GENERAL RULES AS TO ACQUISITION.

The common law, and not the trade-mark statutes, defines what constitutes a trade-mark. The trade-mark recognized by the common law is generally the outgrowth of a considerable period of use rather than a sudden invention. The exclusive right to it grows out of its use and not its mere adoption. (*Trade Mark Cases*, 100 U. S. 82, 84.) The trader must apply the mark to a vendible commodity and must actually put the commodity so marked on the market.

3. SAME—APPEAL AND ERROR—QUESTIONS FOR REVIEW.

In a trade-mark interference proceeding involving the three parties H., M., and P., where it is adjudged by the Patent Office that H. was the first to adopt and use the mark, on appeal by P. to the court of appeals he is not entitled to be heard on the question whether the decision properly awarded priority to H. over M.

4. SAME—SAME—REVIEW OF QUESTION NOT APPEALED.

In a three-party interference involving the application of H. and the registrations of M. and P., the Examiner of Interferences held that the marks were the same and awarded priority to H. After the decision was announced H. filed a motion requesting the Examiner of Interference to adjudge that P. was not entitled to the use of the mark at the date of his application for registration, which was denied, from which H. failed to appeal. On P.'s appeal the Commissioner reviewed this action and reversed it, ordering the cancellation of P.'s registration. This was error, as H. did not appeal, and the question was therefore not before the Commissioner.

Mr. Jos. L. Levy for the appellant.

Mr. C. E. Dunn and *Mr. Nicholas M. Goodlett* for the appellee.

SMYTH, C. J.:

This is an interference involving the right of Hudnut to obtain the registration of the word "Nara" as trade-mark for toilet articles such as talcum, sachet, and face powder. Phillips had registered the word "Nyra" and Mack the word "Myra" as marks for goods of the same descriptive properties. The Examiner of Interferences held that the respective marks were one and the same, and awarded priority to Hudnut. He was affirmed by the Assistant Commissioner. After the decision of priority was announced by the Examiner, Hudnut filed a motion requesting him to adjudge that Phillips was not entitled to the use of the mark at the date of his application for registration. This was denied. Hudnut failed to appeal. However, the Assistant Commissioner reviewed the action of the Examiner in this regard on Phillips's appeal and reversed it.

It is clearly established that Hudnut adopted the mark in question in September, 1914, and used it continuously thereafter. Phillips claims May, 1914, as the time he commenced the use of the mark. In that month he had no established place of business, but made some sample boxes

of toilet powder, placed upon them the mark here involved, and then forwarded them from New York through the house for which he was then working to three dealers in goods of that character, one in Texas, one in Philadelphia and one in New Orleans. The boxes were sent without previous request by the consignees, and the price paid for each was five cents, the usual sale price of such an article being about fifty cents.

No other use of the mark was made by him until 1916. The Assistant Commissioner held that this was not a bona fide business transaction, was not doing business on Phillips's part, and was a mere laying basis for the filing of his application for registration and created no trade-mark rights in Phillips.

The right to a trade-mark exists independently of the statute. Registration simply constitutes *prima facie* evidence that the registrant is entitled to the mark. (*Fulton Water Works Co. v. Bear Lithia Spring Co.*, 47 App., D. C., 438.) The trade-mark statute (sec. 1, 33 Stat., 724) does not define what constitutes a trade-mark. We must go to the common law for that.

The trade-mark recognized by the common law is generally the outgrowth of a considerable period of use rather than a sudden invention * * * The exclusive right to it grows out of its use and not its mere adoption. (*Trade Mark Cases*, 100 U. S., 82, 94; *Macmahon Pharmacal Co. v. Denver Chemical Mfg. Co.*, 113 Fed., 468, 472. *American Washboard Co. v. Saginaw Mfg. Co.*, 103 Fed., 281, 287.)

According to an authority cited by the appellant, the trader must apply the mark to a vendible commodity and "must actually put the commodity so marked on the market." (Nims on Unfair Competition and Trade-Marks, 2d ed., sec. 216.) In the light of these authorities we are persuaded that the Assistant Commissioner was right in holding that the use made by Phillips of the mark does not satisfy the statute. This being so, Hudnut is entitled to priority over him.

Phillips complains because of the action of the Office with respect to Mack, but concerning this he has no right to be heard. What matters it to him if perchance, Mack is entitled to priority over Hudnut since he (Phillips) cannot overcome Hudnut's date?

With respect to the action of the Assistant Commissioner in overruling the decision of the Examiner denying the motion of Hudnut, we think he was wrong. Hudnut did not appeal. Therefore the question did not come before the Commissioner for consideration.

The decision of the Patent Office is reversed in so far as it relates to the action of the Examiner on Hudnut's motion, and is affirmed in all other respects.

Modified.

ROBB, J., (concurring in part:)

I concur in the ruling sustaining the decision of the Patent Office in awarding priority to Hudnut. However, Phillips having appealed to the Commissioner from the basic decision of the Examiners-in-Chief awarding priority to Hudnut, and the Commissioner having sustained the decision appealed from, it is my view that the Commissioner properly cancelled the Phillips registration. The Commissioner's decision, which this court sustains, defi-

nately and finally determined that Phillips had no claim to the mark and hence no right to register it. Just why Hudnut should be required to go through the idle ceremony of filing an application to have the invalid registration cancelled, is not apparent to me, since such proceeding can have but one result, the question already having been determined in the other proceeding.

THE RIGHTS TO A SECRET FORMULA.

An interesting decision has been handed down by the United States District Court, Eastern District of Pennsylvania, in *re. Feasel et al vs. Noxall Polish Mfg. Co. et al* relative to the rights of the owner of a secret process who enters into a business arrangement with another party to manufacture under the secret process with an agreement, upon the part of the manufacturer, not to disclose the secret process.

The Court in its summary compiles the following findings of facts in the suit at issue:

1. The plaintiff had a process or formula for making the furniture polish known as "High Lustre Finish," which was his property, and preserved by him as a trade secret.
2. This formula was made known by the plaintiff to the defendant in trust and confidence, to enable it to manufacture the polish under the terms of the contract between the parties, and in reliance upon its promise not to divulge the secret to any one, nor use the formula, except for the purposes of the agreement.
3. The defendant used the formula by making "High Lustre Finish" in accordance therewith, and sold the same for more than six months after the termination of the contract by the plaintiff.
4. The defendant was guilty of unfair competition, in that it made and sold "High Lustre Finish" under the name of Noxall, thereby securing to its own product the benefit of whatever merits the plaintiff's product possessed.
5. The defendant was guilty of unfair competition, in that it represented the polish sold by it under the name of Noxall as the polish made by the plaintiff, thereby diverting to itself the value of the good-will which the plaintiff had established for his product.

With these facts before it, the Court issued a decree enjoining and restraining the defendant:

1. From making a polish according to the formula disclosed to it by the plaintiff.
2. From disclosing to any one the secret process or formula of the plaintiff.
3. From representing any polish made by it to be "High Lustre Finish" or substantially identical therewith.

In addition, the Court limited the decree to the defendant and to such of its agents and employees to whom it may have made known the secret and warns the plaintiff against making any advertising use of the decree.

In view of the contradictory evidence in this case, the Court reached its decision with considerable hesitancy, but the facts and conclusions, as laid down, are interesting as bearing upon the rights of the owner of a secret process.

THE RIGHT TO THE USE OF A SURNAME.

The Commissioner of Patents has handed down a decision in the Opposition of Steinway & Sons vs. the Steinola Co., which does not seem to be predicated upon precedents and which is so broad in its determination of trade mark rights as to be of considerable importance.

A party named DeWeese and a party named Gist decided to enter into the business of making and selling phonographs. They were desirous of following the general commercial custom of using "ola" as a termination for their products, as instanced in Victrola, Graphonola, Carola, etc.,

and, as the names "De Weeseola" and "Gistola" did not appeal to them, they gave one share of stock to a man named Stein for the use of his name, formed the Steinola Company and applied for trade mark registration for the word "Steinola" for their phonographs. This application was opposed by Steinway & Sons, manufacturers of pianos, upon the contention that the public would be led to believe that the "Steinola" phonographs were of their production.

It is to be noted, particularly, that Steinway & Sons have never made, or sold, phonographs.

The Commissioner of Patents bases his decision upon the *Thomas Manufacturing Co. vs. the Aeolian Co.* in which the Court of Appeals of the District of Columbia held that the word "Orchestrola" was not registerable for phonographs, in view of the prior use of the term "Orchestrelle" for automatically-operated organs; and the case *Aunt Jemima Mills Co. vs. Rigney & Co.*, in which the defendant was enjoined from using the mark "Aunt Jemima" for syrup, in view of plaintiff's prior use of that mark on pancake flour.

In each of the cited cases, the registration of a trade mark was refused upon the prior use of the same, or similar mark, while, in the case under consideration, there had been no prior use of any conflicting mark.

Steinway & Sons had never used the word "Steinola" upon any of its products and the rejection of the application, in view of the very considerable number of persons named "Stein," and the generally employed suffix "ola" for articles of the described character, seem to indicate the impossibility of a large number of persons using their own name, either alone or in combination, for articles never made by, but similar to, those produced by a party having a different name.

This decision, if broadened to any extent, may work serious injury to innocent parties.

SAME TRADE MARK USED BY TWO FIRMS.

A notable example of the confusion likely to follow the division of ownership of trade-mark rights is found in the recent decision of Federal Judge Morris in Delaware in the Woodbury and "neckless head" controversy in which the Andrew Jergens Company of Cincinnati, is denied the right to restrain William A. Woodbury and allied interests from using the name "Woodbury" and the neckless head trade-mark on certain products. Judge Morris says:

"It cannot be denied that the evidence disclosed that some confusion exists in the public mind as to the origin of the articles of the respective parties, yet so far as I have been able to discover from the evidence such confusion as does exist arises from the exercise of the legal rights of the respective parties, and not from any wrongful act of the distributors. Such confusion seems wholly attributable to the fact that two separate and distinct corporations, deriving their title from a common source, have the right to use the same mark and name upon different articles and preparations of the same general class."

The Jergens company, in 1901, bought from the Woodbury Dermatological Institute all the rights to eight different products, including facial soap, shaving soap, Odorine powder, etc. Other products of the Institute, such as hair tonic, massage cream, skin lotion, etc., were of no immediate interest to the company, and were not included in the contract of sale. Thus the Jergens company acquired the right to use the name and trade-mark on certain specified products, and the Institute retained the right to use it for others. By the same contract the Jergens company acquired one-half of the capital stock of the Institute, and a voice in its management. Later it acquired control.

Such an arrangement might be expected to work out satisfactorily, but the record of twenty years is a constant struggle between the two ownerships.

UP-TO-DATE FACTS ABOUT BULGARIA'S ROSE INDUSTRY

By THEODORE K. SHIPKOFF, Sofia, Bulgaria

The rose culture of Bulgaria, for the purpose of extracting from the flowers the oil of rose, known in the commercial world under the name of Attar of Roses or Otto of Rose, is not only one of the oldest and most attractive of industries, but also is an exclusively Bulgarian industry. While roses are found and grown in garden beds all over the world it is only in Bulgaria that roses are grown in extensive fields, covering over 30,000 acres, as they grow elsewhere the vine and the potato. In Grasse, France, and at Sparta, in the vilayet of Konia, not very far from Smyrna, Asia Minor, they also grow the rose bush, for the purpose of manufacturing Otto of Rose, but in both these places the cultivated acreage is very limited and the yield from the rose flowers comparatively small.

The Bulgarian rose industry is nearly two centuries old, and is confined to one special district in Bulgaria, called by all western tourists and travellers, "The Land of Roses," having the town of Kazanlik as its capital or center. The rose district includes in all four counties of the department of Stara Zagora and four counties of the department of Philippopolis, and extends over that portion of the southern slopes of the main Balkan mountains, which comprises in itself the whole branch range of Sredna Gora (the Little Balkans). Its average length is about 80 miles and its average width about 30 miles. The average elevation of the rose district is about 1,300 feet above the level of the sea, and the average height of the main Balkans in the north is about 5,600 feet, while the average height of the Little Balkans is about 3,700 feet.

All attempts to extend the rose culture to other neighboring districts in Bulgaria have proved a failure. It is the mountain formation, the climatic peculiarities and the special sandy soil of the rose district, that makes it specially adapted for this poetic and romantic culture. The land or soil in which the rose bushes thrive the most, is soft sandy soil, having perfect drainage, exposed well to the sun and entirely protected from the cold winter winds. There are today over 180 communities or villages, which along with their other farm cultures, are engaged in this most interesting industry—including in all over 21,000 small proprietors of rose gardens—each one owning on an average about one acre of rose plantations, and using in all about 14,000 small native stills to distil their rose flowers.

The Bulgarian rose industry had a continual and steady growth and development up to the Balkan War—1912. Since the Balkan War down to the ending of the World's War, the industry has naturally had a severe set back. During these most destructive wars, which carried death to the flower of the land-tilling youth of Bulgaria, no improvement of any kind could in any way be introduced to better or help develop the rose industry. The Balkan Wars in 1912-1913 and more especially the general European War—limiting at once the ever growing demand for Otto of Rose, and creating other pressing and urgent demands, was indeed a very unfortunate set back for the continual normal development of this beautiful industry. The rose culture was almost entirely neglected and set aside for other indispensable cultures, even by the very

communities which depended almost exclusively for their sustenance on these rose crops.

The area covered by the rose plantations in 1889 was about 7,500 acres, in 1899 it increased to double the acreage, to 13,000 acres, and in 1912 it further increased to about 30,000 acres. As no old gardens have been renewed and no new ones planted during the war periods from 1912 to 1919; the present acreage can hardly exceed 14,000 acres. The average annual plantation of new rose gardens, under thriving prosperous conditions, has been about 1,000 acres.

The Bulgarian rose culture attained a very high and intense development during the twelve years prior to the Balkan War, that is from 1900 to 1912, when also many modern and up-to-date steam still factories—costing about 3,000,000 francs—were constructed for the purpose of modernizing the distillation and thus eliminating the small native still, which, though cheap, required much labor, consumed much fuel and did only very limited work. The average production of rose flowers during this period was about doubled, from 14,000,000 lbs. to 27,000,000 lbs., which quantity, when distilled, yielded from 3,600 to 4,000 kilos of Otto of Rose. One kilogram of Otto of Rose is equal to 35¼ ounces. It generally takes from 170 pounds to 250 pounds of rose flowers to make one ounce of Otto of Rose, according to the weather during the harvesting season. Thirty roses produce one drop of Otto of Rose, and 60,000 roses yield one ounce of Otto, the average yield of rose flowers per acre being about 1,800 kilos, which yield about 580 grams, equal to about 20 ounces of Otto of Rose. The largest and best rose crops were the record crops 1900 and 1907, yielding each over 30,000,000 lbs. of finest rose flowers, or about 175,000 ounces of the richest Otto. It is generally the weather during the harvest that makes or unmakes a crop. When a crop is harvested under an ideal rose weather, the crop is usually a rich one and the Otto of a very high grade. The highest prices realized during the prewar period were from \$9 to \$12 per ounce. Under present existing conditions, when living, fuel and labor are so costly, no pure Otto of Rose probably can be produced under \$11 per ounce. In normal times, when prewar prices for food, fuel and labor prevail once again, pure Otto or Rose can be produced profitably even at half the above price, or \$6 per ounce, but it is very doubtful whether we shall once again see the prewar prices. The average price of Otto of Rose during the ten years prior to the Balkan War was a trifle under \$6 per ounce.

With the declaration of the general European War, the demand for Otto of Rose having at once dropped to its minimum, the price of Otto of Rose in Bulgaria dropped below cost and in consequence of it the rose culture, if not entirely abandoned, was greatly neglected. As a result of this neglect, the total acreage of the rose gardens diminished from 30,000 acres in 1912 to 14,000 acres in 1918, and nearly all the remaining gardens, being only partly cultivated and fertilized, are found today in rather poor condition, in consequence of which the yield of rose flowers and of Otto of Rose has gradually dropped to one-half and even to one-third of the average prewar yield. Thus, the average yield of Otto of Rose in the prewar being about 140,000 ounces, fell down to 85,000 ounces in 1917; to 65,000 ounces

in 1918; to 52,000 ounces in 1919 and to 41,000 ounces in 1920—the smallest rose crop ever distilled. This year's rose crop is bound to be even smaller—probably not more than 35,000 ounces, which will be only one-fourth of the average prewar good crop. This is natural law and hence inevitable. During the war period, living, fuel and labor advanced ten times their prewar cost and rose culture could thrive during the war if only rose flowers and Otto of Rose commanded ten times their prewar prices; but as the war decreased the consumption of Otto of Rose about 60 per cent, rose flowers and Otto of Rose advanced in price only three times, and as their advance was not sufficient to make rose culture remunerative, the rose industry was naturally set aside, or little looked after and greatly neglected.

Now that the Great War is ended and the peace with Bulgaria is concluded and ratified, and the relations with the largest consuming markets—America, France and England—once again resumed, the demand for Otto has greatly increased and this increase in the demand—far in excess of the actual output—has naturally caused the advance in the Otto of Rose prices not only to the cost level, but considerably above it. This timely and healthy increase in the price of Otto will do much to help the renewal and the rebuilding of the Bulgarian rose industry on a modern basis—both in respect to cultivation, fertilizer, pruning, etc. The Great War brought new social and economic conditions, and the old prewar world has to be rebuilt on a new modern pattern—answering the new conditions. It probably will take three or four years to renew and replant all the rose gardens that have perished, through neglect, during the war, and to bring the existing rose plantations to a perfect healthy condition; but the work of rebuilding has been already undertaken and the proverbial perseverance and steady work of the Bulgarian farmer are sure to crown the efforts to rebuild this Bulgarian industry with full success.

Prior to the war, the five largest consuming markets were France, the United States, Germany England and Russia, as is shown by the following figures:

	In 1900	In 1906	In 1911
France, imported kilos	1,548	2,607	1,483
United States, imported kilos....	849	1,524	525
Germany, imported kilos.....	568	1,113	1,595
England, imported kilos.....	1,175	1,074	572
Russia, imported kilos.....	202	279	158

Since the general war ended the American market has been by far the most important and the largest consuming market. In 1919 the United States alone imported over 3,500 kilos, while France imported only 900 kilos, and England only 400 kilos. During the war, all export of Otto of Rose to America, France, England and Russia naturally stopped, and the only exports made were to Germany, Switzerland, Austria, and Holland. The annual exports of Otto of Rose during the war period averaged about 2,500 kilos per year, and of this quantity Germany imported annually about 1,700 kilos; Switzerland about 600 kilos; Austria about 200 kilos, together with Holland. Even now Germany is a heavy importer of Otto of Rose, and her imports in 1920 are far in excess of the imports during 1919. The German market is bound to become soon a very large consuming market for Bulgarian Otto of Rose.

Though the demand for Otto of Rose has nearly tripled since the armistice was signed, the production of Otto of Rose has not in any way increased, but, on the contrary, it has largely decreased. In 1919 the annual output was

hardly 1,600 kilos and this year it dropped to about 1,200 kilos. This year the output will not be even 1,000 kilos. Bulgaria is mainly an agricultural country and so long as all other agricultural crops, as cereals, tobacco, cocoons, beans and nuts, command famine prices, rose culture will receive only a secondary attention. During the war, over 6,000 acres of rose gardens were allowed to grow waste and to become fallow and the land was utilized for other more paying cultures—chiefly tobacco. Once all cereals command only normal prices, rose culture is bound to receive all the attention of the farmers, especially as the new modern steam still factories, that have been erected since 1900, by saving labor and fuel, have considerably lowered the distillation expenses. There are now about a dozen model rose factories, built in the main rose centers at a cost of about £120,000 Sterling. Before these big factories were constructed, over 14,000 small native stills were in use for the distillation of the flowers of the rose crop. Last year only 7,000 native stills were in operation. In less than ten years all the old native stills, being out of date, will be replaced by modern steam stills.

The present new conditions are imposing new improved methods even in Bulgaria. Labor having become abnormally costly, labor saving machinery will have to be introduced in all cultures and industries, and the leading Otto of Rose manufacturers and exporters are already taking all necessary measures to rebuild the rose industry on scientific principles and to develop it to an extent it has never attained before, and to make of the "Land of Roses" the main center of supply of all perfumery raw materials to all perfumers of the world. Once the rose culture is modernized and new odoriferous cultures started to keep the new modern factories at work during the greater part of the year, the Land of Roses in Bulgaria is bound to become the "Flower Land" of the world. The rose is the queen of the flowers, and Otto of Rose, Rose Concrete, Rose Pommade, Liquid Rose, and all rose products will for all times be the favorite ingredients for perfumers. And where the roses thrive so luxuriously as they do in the "Land of Roses," all other odoriferous flowers thrive as well and once the Bulgarian modern factories are backed by French experience and English and American financial help, very soon scores of new modern factories will be erected in the best rose centers of the rose district, and this most ideal industry is bound to rapidly resume its natural and normal development and to attain such unprecedented prosperity as to make of the Bulgarian Land of Roses, the world's Land of Flowers, a veritable garden of Eden.

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ON THE SOLUBILITY OF VOLATILE OILS IN MIXTURES OF ALCOHOL AND WATER*

By HORATIO C. WOOD, JR.

In connection with some researches concerning the antiseptic properties of the volatile oils, it became desirable to prepare solutions of these oils in the lowest possible concentration of alcohol. In the effort to accomplish this desideratum, I made some experiments on the solubility of the essential oils in different proportions of alcohol and water. Although I have tested so far only five oils, the results offer certain points of interest which have led me to present this communication.

Method.—It is apparent that the ordinary methods of determining the solubility of solids or non-volatile liquids are not applicable to the essential oils for the reason that one cannot dry the residue to be weighed, without the danger of an unknown amount of loss of the volatile oil through evaporation. I therefore had recourse to a determination of the amount of water necessary to cause separation of the volatile oil from its alcoholic solution. There is in this method a considerable possibility of personal error, owing to the fact that, especially with very dilute solutions, the first precipitation of the oil from its alcoholic solution produces an almost imperceptible degree of opalescence. It requires considerable practice and the use of varying intensities and directions of illumination to achieve even approximate accuracy. With concentrated solutions there was relatively little difficulty in determining the point of precipitation of the oil. Fortunately, at the low concentrations of the oil which made accuracy difficult, small discrepancies in the end-point were of lesser import, for the reason that at these concentrations the solubility of the oil diminished at a rate more or less parallel with the strength of the alcohol. While the method would scarcely satisfy the fastidiousness of the analytical chemist it has yielded some interesting results.

Various modifications, based upon the same principle, were tried. For dilutions of alcohol above 25 or 30 per cent, the best results were obtained by the following:

A fairly concentrated solution (from two to ten percent) in strong alcohol (93 percent at 15.56° C.) was used as a stock solution for the experiment. To one mil of this was added a measured quantity of strong alcohol. Water was then added from a burette until the appearance of the first slight opalescence. The volume of water employed is then read, and by a simple arithmetical calculation the percentage of oil and alcohol in this mixture made. For example, suppose that one mil of 5 percent solution plus 5 mils of alcohol required three mils of water to cause turbidity. To find the percentage of oil, divide 5 (the percentage of oil originally taken) by 9 (the final number of mils); to find the percentage of alcohol, multiply the total quantity (6 mils) of alcohol by 93 (the percentage of alcohol employed) and divide this product by nine; the result of these two calculations shows that 0.555 percent of the oil saturates 62 per cent of alcohol. To this percentage of alcohol corrections must be made for the shrinkage which takes place when water is added to alcohol. I have commented on the shrinkage of alcohol-water mixtures in another place. (*Journal A. Ph. A.*, 1919, p. 730.) I give here a table of the corrections which must be added to the apparent percentage of alcohol.¹

TABLE I.—SHOWING CHANGE IN VOLUME PERCENT OF MIXTURES, OF 93 PERCENT ALCOHOL WITH WATER

Expected percent alcohol	Shrinkage percent	True percent alcohol
20.....	1.42	20.28
30.....	2.38	30.73
40.....	2.79	41.15
50.....	2.90	51.49
60.....	2.69	61.66
70.....	2.24	71.60
80.....	1.51	81.23

Since each volatile oil is a mixture of several ingredients in more or less uncertain proportions, and since it is highly improbable that all of these ingredients will have the same solubility relations, it is manifest, first, that two samples of volatile oils may show different solubilities by this method of study, and second, that in case a volatile oil should contain small amounts of some highly insoluble substance, it would show precipitation with comparatively high percentage of alcohol, although the great bulk of the oil would be soluble in much lower proportions of alcohol. This latter fact is strikingly illustrated in the case of Oil of Cloves.

Oil of cloves requires at least 200 parts of 50 per cent alcohol to give a clear solution, but eugenol, which constitutes 82 per cent of the oil of cloves, is dissolved by less than 20 volumes of 50 per cent alcohol. The U. S. Pharmacopoeia gives the solubility in diluted alcohol of only one oil, that of peppermint, which it states "is soluble in 4 volumes of 70 per cent alcohol, showing not more than slight opalescence and no separation of oil globules." In my experiments two-tenths of one per cent was the limit of oil of peppermint which could be dissolved in 70 per cent alcohol without some opalescence.² I have been unable to find in the British Pharmacopoeia any precise definition of what is meant by the statement, for example, that oil of cinnamon is "soluble in three or four parts of alcohol (70 per cent)"; according to my results fifty to one hundred parts is nearer the truth; nor any information how this solubility is to be determined. If, however, the statements of the British Pharmacopoeia on the solubility of the volatile oils are in the same sense as that of the U. S. Pharmacopoeia concerning peppermint, then no comparison should be made with my results.

A very interesting practical problem suggests itself in this connection, namely, as to which of its ingredients the therapeutic virtues of a given oil are owing. It is very evident, for example, that if we were to make an aromatic water from oil of clove, it would contain a much larger proportion of eugenol than the oil from which it was prepared. It is not safe to take for granted that the ingredient present in the largest proportion is the most important ingredient of a volatile oil. Martindale (*Perf. and Ess. Oil Rec.*, 1910, p. 266) has found that the germicidal power of oil of cinnamon is higher than that of cinnaldehyde, and my own studies indicate that oil of clove is more antiseptic than eugenol.

The result of these studies which has struck me the

*Read before Scientific Section, A. Ph. A., City of Washington meeting, 1920.

¹In all cases the strength of alcohol is expressed by volume per cent.

²Gildermeister and Hoffman state that there is a difference between the solubilities of Japanese and American peppermint oil, the latter not forming clear solutions with 70% alcohol, although both the English and Japanese do.

most forcibly is the complete inefficiency of even relatively concentrated alcohol as a solvent for the volatile oils. None of the oils tested yielded clear solutions with one hundred volumes of 55 per cent alcohol, while proof spirit dissolved only one or two parts per thousand. There is a sort of "critical" strength of alcohol; a certain point at which the solubility of the oil increases very markedly with only slight variations in the concentration of the alcohol; this critical point ranged between 60 per cent in the case of oil of clove and 90 per cent with oil of peppermint. In general, I may add, that contrary to previous assumptions, alcohol of 70 per cent is not a good solvent for the majority of the volatile oils.

The results of my experiments are summed up in the following table, which shows the percentage of volatile oil required to saturate different dilutions of alcohol.

TABLE II.
SHOWING THE NUMBER OF MILLS OF SOME VOLATILE OILS
SOLUBLE IN 100 MILS OF ALCOHOL OF VARIOUS
CONCENTRATIONS

Alcohol Percent	An- ise	Cin- namon	Clove	Eu- genol	Pepper- mint	Sassa- fras
30.....	0.05	....	0.02	....	0.02	0.07
40.....	0.08	....	0.10	0.30	0.02	0.10
50.....	0.10	0.20	0.40	5.80	0.03	0.20
60.....	0.25	0.40	2.00	16.00	0.06	1.30
65.....	0.80	1.10	10.00	....	0.07	2.30
70.....	1.50	2.20	21.75	....	0.10	4.00
75.....	4.00	7.00	....	....	0.17	7.00
80.....	7.50	....	....	....	0.35	11.00

AROMA CLUB ACTIVITIES

Among the recent activities of the Aroma Club and its bi-weekly meetings was an address by Mr. Victor Vivaudou in which he gave his views as to the prospects for American perfumery manufacturers in the face of foreign competition. He made a plea for a very great increase in the tariff rates on finished products and for the transfer of raw materials to the free list. He claimed that in many cases the American perfumer is paying at least 50 per cent more than the French perfumer for his raw materials, and also expressed doubt that the same qualities were available in this country. He was also opposed, it seemed, to the protection of American made raw materials, and with regard to export trade, he was very pessimistic because of the lower cost of manufacturing abroad.

On April 21, an evening dinner was held at the Brevoort Hotel in place of the usual luncheon.

BRITISH PROHIBIT SYNTHETIC DYES.

The British Board of Trade has issued regulations under the dyestuffs (import regulation) act of 1920. The act prohibits the importation into the United Kingdom of "All synthetic, organic dyestuffs, colors and coloring matters, and all organic intermediate products used in the manufacture of such dyestuffs, colors or coloring matters." In an accompanying list are given the principal classes of synthetic dyestuffs and a list of products, other than finished synthetic dyestuffs, which come within the scope of the act. The list is published for the information and guidance of importers, but is announced that it must be clearly understood that it does not purport to be exhaustive, and additions may be made to it from time to time. In cases of doubt specific reference should be made either to the Dyestuffs Advisory Licensing Committee, Danlee Building, 53, Spring Gardens, Manchester, or to the Board of Trade (Industries and Manufactures Department), Great George street, London, S. W. 1.

CHLOROPHYLL.

BY DR. E. W. PIERCE, NEW YORK

Chlorophyll is perhaps the most widely distributed coloring matter made by nature. Being a product of nature, present in all green plants, it possesses many properties, not to be found in the dyes prepared from coal tar, such as fastness to light, acids and alkalies, reducing substances, certain oxidizing agents, steam and water. Just as nature colors the blood of animals red, and utilizes the same material to help convert the inhaled air into parts of the body cells, so it utilizes the green chlorophyll of the plant to convert water and the inhaled carbon dioxide first into formaldehyde and then into starch. Green plants, when dried carefully, contain about .2 per cent of chlorophyll combined with oils, fats and waxes as well as with phytosterol, a vegetable form of cholesterol.

Chlorophyll is soluble in oils, alcohol and ether and when either the fixed or volatile oils are extracted from vegetable materials they are often colored green by the dissolved chlorophyll.

The extraction of this green coloring matter from plants is a matter of care and precision, because there is so much danger of the product being contaminated by other materials. The chemically pure substance has been obtained in the form of bluish black crystals having metallic lustre but the commercial pure grades are generally in the form of dark grass green pastes, probably representing the compound of chlorophyll and phytosterol.

Many grades contain yellowish or brownish waxy matters that lower the value of the product to a considerable extent, hence a colorimetric test is necessary to determine the value of any given sample.

Chlorophyll normally contains magnesium as an essential component but this may be replaced by other metals to give various other properties. Some varieties have been so modified that they are no longer soluble in oil and alcohol but are soluble in water, without a loss in any of the original properties.

The principal use of chlorophyll as a color is in the oil, soap and perfumery trade, where a permanent natural green color is desired without the danger of staining, discoloring or fading, which is a characteristic fault of every available aniline dye. Its use as an accessory color is perfectly logical because it is the very color nature would impart to the product.

The strength of oil soluble chlorophyll may be determined by dissolving a definite weight in pure wood alcohol or benzol and comparing it in a glass cylinder with a standard. By diluting the stronger solution until the two match in shade, the strength of the samples is inversely as the volume of the solutions. For the water soluble varieties the same method is used, substituting distilled water for the alcohol.

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PREPARATIONS FOR THE HAIR

By DR. F. A. MARSEK

(Continued from Page 11, March, 1921.)

Besides eau de quinine, we find a large variety of hair tonics on the market which vary in composition to such an extent that it is practically an impossibility to give a description of all of them. Therefore we shall only consider those which are most frequently employed.

It is extremely difficult to draw a sharp line between hair-tonics and hair-remedies in liquid form, so we shall discuss them under one heading.

We find many hair tonics to contain bay rum as an ingredient and therefore a few words about this product will be well in place.

Bay rum is a product of the West Indies. Some bay rums are distilled directly from the leaves, but by far the greater percentage of the product on the market is made by dissolving freshly distilled oil in rum. In this country bay rum is frequently made by dissolving bay oil in ordinary cologne spirits. This, of course, is not considered equal to the genuine bay rum, which, if not distilled directly, should be made from freshly distilled oil and as already said rum being used instead of cologne spirit. The leaves used in the distillation are those from *myrcia acris*. Very frequently not only the leaves but also the berries are used for the distillation and it is said that this produces a stronger and more lasting product. In some instances the leaves are dried before being distilled. The odor of bay rum is very agreeable and it can be used in combination with almost any medication in hair tonics. The alcoholic strength of bay rum usually is about 50 per cent and of course this factor must be taken into consideration when it is used as an ingredient in hair preparations.

As to the medication of hair tonics the variety of ingredients used is very large. It would be going too far to attempt a description of the therapeutic properties of each of them, so it may suffice to say that practically all of them are intended principally as stimulants.

We already have mentioned in connection with eau de quinine the properties of cinchona bark, or the tincture made from it. Another product very similar to it in its action is a tincture made from cantharides and in the same group belongs capsicum. Both products are employed very frequently and deserve to be credited with excellent properties as stimulants for the hair. More seldom we find pilocarpus leaves employed in making a tincture to serve as a stimulant in hair tonics. Although this product has a remarkably beneficial effect upon the hair or scalp, it is rather expensive and, consequently, is not very often employed. The chemical to which the action of pilocarpus is due is obtainable on the market in the form of a crystal as pilocarpine hydrochloride or as pilocarpine nitrate. Of course in this form its use in hair tonics is considerably simplified, as it is readily soluble and thus eliminates the troubles of preparing an alcoholic tincture.

A brief description of the three products mentioned above has to suffice here, more detailed information being available in the United States Pharmacopœia and many other publications.

The active constituent in cantharides is cantharidin. This product is found in Spanish flies, from which it is extracted. From a medical standpoint it may be regarded

as a local irritant and to this irritating action its value as a stimulant for the growth of hair is ascribed.

The same property and therefore the same action may be ascribed to capsicum which also is called cayenne pepper. Its active constituent is termed capscicol, of which science knows comparatively little up to this time.

As already indicated, the active constituent of pilocarpus is pilocarpine. The pilocarpus used for our purpose is the powdered or granulated leaves of pilocarpus jaborandi from which a tincture may be prepared or from which pilocarpine hydrochloride or nitrate is produced. This drug also is a local irritant.

One of the most remarkable chemicals employed in the manufacture of hair preparation is resorcin, or resorcinol, as it is frequently called.

This product is one of the three dioxibenzols resembling carbolic acid in its effect, but being a stronger stimulant. Its antiseptic qualities also are slightly stronger than those of carbolic acid. Resorcinol comes in the form of colorless crystals, is very soluble and has a slight aromatic odor. The strength in which it should be employed in hair preparations must not exceed one to two per cent, as in stronger dilutions it may become a very dangerous irritant.

As we have explained before one of the most frequent causes for falling out of the hair is found in the fact that through too frequent washing, or the use of soaps too strong in alkali, the scalp is deprived of its natural fats. It is therefore self-evident that the application of a hair preparation, which replaces these fats will give the most benefit. On the other hand it is very difficult to combine an alcoholic base with any ingredient which will have this property to a sufficient extent. Therefore, it is evident that a hair preparation in salve form will be more efficient.

As a base for such a product almost any fat which is generally used for making ointments may be employed for hair preparations. The main factor which should be taken into consideration is the penetrating quality of the fat. Mineral fats, such as petrolatum or a mixture of mineral oil and paraffine, although most frequently used, are not very suitable for our purpose, at least not if employed alone instead of in combination with other more penetrating fats. Of liquid bases oil of peach kernel may be considered one of the most penetrating oils. Next in line olive oil deserves consideration. Of solid bases lanoline no doubt is the most penetrating fat and permits the most efficient administration of the drugs contained in the hair preparation. Its only disadvantage is stickiness. This fault may be reduced by using peach kernel or olive oil in combination with it. For the purpose of reducing the cost of the base one can very well incorporate a not inconsiderable percentage of mineral substances and still have a salve base which is very penetrating.

As far as the medication of such greasy hair preparations is concerned the same is true that was said about the liquids. However, several of the ingredients recommended for liquid hair preparations naturally cannot be used in salves. Such are the tinctures of cantharides, cinchona bark, capsicum and pilocarpine, or in other words alcoholic tinctures in general cannot be used. But as we have said before these products can be used in other forms such as pilocarpine hydrochloride, or nitrate, for tincture of pilo-

carpus, quinine hydrochloride or sulphate for cinchona bark, etc. There is no objection to the use of resorcinol as far as the chemical properties are concerned.

Another great advantage of greasy salve-like hair preparations is well worth remembering. The most excellent properties of sulphur for the hair are well known and fully appreciated. While it is rather difficult to incorporate this chemical into hair tonics and liquid preparations it is a very simple matter to use it for greasy preparation of the salve type. The most frequently employed variety of sulphur used in connection with hair preparations is precipitated sulphur. However, as far as the therapeutic properties are concerned washed or so-called flowers of sulphur are perfectly suitable and are considerably lower in price. The only disadvantage in the use of the latter is the fact that it is usually not obtainable in the form of a powder of as fine a texture as the precipitated variety and therefore salves made from these kinds of sulphur have not as smooth an appearance as is desirable.

Another ingredient which deserves very favorable comment for its use in hair preparations is tar. The ordinary pine tar is a very effective remedy for dandruff as well as generally for the falling out of hair and its incorporation into salves does not offer any difficulties. The only objection to its use is the very disagreeable odor. To overcome this by means of perfume is practically impossible. The disagreeable odor may be lessened through the use of perfume of certain varieties but it cannot be overcome. However, the question is whether one disagreeable feature of a preparation will cause its condemnation by the public if it can be established that its merits as a remedy are superior to preparations not containing this ingredient. After all, if a person is in danger of losing the hair and realizes this fully I doubt that an objection to the odor of a remedy will prevent its use if it seems probable that it will save the hair.

PERFUME FIXATIVES NOT PERFUMERY.

The Board of United States General Appraisers, in a decision handed down April 13, held that an alcoholic compound which, according to analysis made by the board, consisted of a solution of perfume fixatives, was not dutiable at the rate of 40 cents per pound and 60 per cent ad valorem under the provisions of paragraph 48, of the tariff law, as assessed by the collector, but rather at the rate of 40 cents per pound and 20 per cent ad valorem, under paragraph 16, as claimed by the importers.

This test case was heard in the name of the Alfred H. Smith Co., of this city. The issue was whether the merchandise was, as imported, a perfumery, or simply an ingredient for use in the manufacture of perfumery. In referring to the analysis conducted by the customs board, Judge McClelland writes:

"From the above analysis, it seems very clear that the product is an alcoholic solution of perfume fixatives, and cannot be considered as a finished perfume. All of the testimony in the record is from witnesses called by protestants—the Government offering nothing in support of its classification—and from their uncontradicted statements these facts are fully established:

"1. The merchandise is not a perfume in either a practical or commercial sense.

"2. It is an alcoholic tincture of resins and balsamic substances adapted to use in the making of perfumery, as a fixative to prevent or retard the evaporation of the odor of perfumery when used.

"3. That to make it into perfume it will be necessary to add a mixture of alcohol and water ten times its quantity, and volatile essential oils in addition to the non-volatile essential oil naturally present.

"We are satisfied that the merchandise is neither per-

fumery nor any one of the other articles provided for in paragraph 48, supra, and it therefore follows that the collector's classification and assessment was erroneously made.

"It appearing that the alcohol content is greater than 50 per cent the claim for duty at 40 cents per pound and 20 per cent ad valorem under paragraph 16, supra, is sustained, the decision of the collector being reversed accordingly."

PERFUME SATURATED STONES

"There is a constant demand on the part of women for novelties in perfume and this chain is one of the latest," said a Fifth avenue perfumer holding out a lovely trinket. It needed no pretext of scent for its existence, which was sufficiently charming in itself.

Of finest beadwork in soft old tones of Madonna blue and Chinese red, with a flat, square pendant, the lovely little chain had no appearance of a perfume bottle. Yet there breathed from it a delicate suggestion of roses fresh from rain.

"There is a soft flat soap stone inside the pendant," explained the saleswoman. "The stone holds perfume, with which it was saturated abroad. But when it passes away, madame can place a few drops of any scent she likes on the pendant and it will pass through the beads and be absorbed by the stone.

"We have these small oval ornaments for ribbons or chains which screw apart and inside is a wee sponge for perfume. But the soap stone is better, as it holds the perfume longer.

"Here is a hand bag atomizer," producing a quaintly chased, small stick of silver, from which fell a thin silver chain. "On pulling the chain, a spring is released and by snapping the stick, which is about half an inch in diameter, up and down on itself, the perfume is pushed out through a tiny orifice."

Virtually every department store in the city is now displaying cigarette tongs and colored holders. One department store in the vicinity of Sixth Avenue, and 34th Street, had two big trays of them marked from 45 cents to \$2.95.

"Yes, we are selling a great many of them," said the girl behind the counter. "Women are all smoking now, don't you think? I got one of those red and orange holders for my chum for an Easter gift."

PERFUME FROM CUCUMBERS.

It is probably little known that the peculiar and delicate fragrance of fresh cucumbers is used for the manufacture of perfumes, says the *Deutsche Zeitung fuer Chile*. In the great perfume factories of Southern France the cucumbers actually are among the most indispensable raw materials. They are extensively used for the manufacture of an extremely fragrant essence. This essence is either marketed unmixed as an odoriferous substance, added to other perfumes. It is produced by repeated distillation of an alcohol which has been poured over slices of fresh cucumbers. On account of the fact that the fragrant substances of the cucumbers are only contained in the fruits in comparatively small quantities a large number of fresh cucumbers is required for the production of the perfume and the price of the latter comes high. Naturally, the perfume from cucumbers is not placed on the market under its own name, but under different labels dictated by fashion. Formerly the cucumber odor was very popular as a perfume for cold cream. The cream manufactured according to the old recipe is still prepared with cucumber essence.

Read Your Trade Paper Systematically

Many of the busiest and biggest business and professional men of the country have adopted this plan: They set aside a certain period each day or each week in which they do nothing but read their business papers. The man who has the will and the enterprise to adopt this plan of time investment will be well repaid for the small effort required. —*Meyer Druggist.*



Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

President Charles D. Joyce, Attorney Thomas E. Lannen and the officers and members of the legislative and other committees of the Flavoring Extract Manufacturers' Association have been busy as usual during the last month in conserving the interests of the industry. The state legislatures have been especially troublesome and require constant watching for bad bills.

The situation in Minnesota has been particularly worrisome, for the Anti-Saloon League there has embarked on a campaign which, if successful, would kill the flavoring extract industry in that state. Richard H. Bond, chairman of the legislative committee, has sent out numerous letters calling attention to the situation and emphasizing the bad effect of two prohibition bills should they become laws.

Mr. Bond pointed out in the communications that if the effort to prevent the passage of the bills fails, a great advantage will have been gained by the anti-saloon forces, who will be in the position of using the results achieved in Minnesota as a lever for similar drives in other States. If they are able to impose their will upon Minnesota, it is declared, the dry extremists will proceed to advance upon the legislatures of other States with a prestige the effect of which is not to be underrated, in the face of the strong sentiment in their favor that he believes already prevails.

In the letters, attention is called to Minnesota House bill No. 956 and Senate bill No. 864, which, by a series of permits, would confine the sale of flavoring extracts to registered pharmacists, require all the manufacturers and sellers of the same to secure permits to operate, and also compel the users, the housewife and others, to secure permits to purchase them, the obligation being imposed that such extracts will not be used, or permitted to be used, for beverage purposes.

The committee to whom these bills were referred was favorable to the anti-saloon forces, by whom the bills were drafted, and it seemed impossible to make any headway. However, by arousing the State, the committee was persuaded to see "the handwriting on the wall," and the elimination from House bill No. 956 of all reference to flavoring extracts was accomplished. However, this concession was made only because the advocates of the measure feared they would be defeated and for the purpose of dividing the opposition to the bills.

Having, as it believed, pacified some of the opponents of the bill as originally drawn, the committee favorably reported a new bill, House bill No. 1140, relating only to extracts, which is hardly less drastic than the other in that it requires wholesale and retail druggists, grocers and agents of manufacturers to have permits, and also makes it necessary for the consumer to obtain a permit.

The legislative committee of the Flavoring Extract Manufacturers' Association is making every effort to arouse the manufacturers to the danger of such legislation, and also is endeavoring to have the National Wholesale Grocers' Association, the Southern Wholesale Grocers' Association, and other bodies make their influence felt in opposition to the measures.

The Association has issued a report regarding prices in which it says: "Extract prices are now on a normal level. They yield a fair and reasonable profit to the manufacturer. Certainly they are not burdensome to the bottler, when he pauses to consider that the cost of the extract used in an average case amounts to from 1½ cents to 2½ cents. We feel that we can assure the trade that there will be no further advance, but though we do not anticipate one, we cannot be certain about that, for unforeseen events may necessitate it."

SODA WATER FLAVORS MANUFACTURERS

C. O. Sethness, of Chicago, president, and Thomas E. Lannen, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have continued their activities during the last month in looking out for the interests of the members. Secretary Lannen has collected information about the bills introduced in the various legislatures and other subjects, and has transmitted the same promptly to the members.

Making Flavoring Extracts Without Alcohol

The National Wholesale Druggists' Association reports the receipt of the following from an officer of the Flavoring Extract Manufacturers' Association:

"While it is true that some manufacturers are making flavoring extracts in both paste and liquid form without the use of alcohol, they are far from perfect flavoring agencies. As a matter of fact, they do not compare with alcoholic flavors in efficiency, economy or flavoring results.

"The Flavoring Extract Manufacturers' Association has had the benefit of the experience and advice of the foremost food chemists in this country, who have collaborated in experimentation, and the opinion is unanimous that science has not yet evolved a solvent that will hold the essential oils in solution or that will extract the active flavoring principles satisfactorily, with the exception of alcohol."

Jugoslavia Saccharin Monopoly

The Minister of Finances of Jugoslavia has ordered that the law establishing the monopoly of saccharin and other artificial products of sugar, which was only effective in Bosnia and Herzegovina, shall apply to the entire country.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.

FLAVORING EXTRACTS IN PENNSYLVANIA.

Commissioner James Foust has just issued an interesting and comprehensive report made by Carl F. Schoen, chemist, concerning the quality of 200 samples of flavoring extracts examined at the Scranton Chemical Laboratory during 1920. The extracts, many of them made by members of the Flavoring Extract Manufacturers' Association, included vanilla, lemon, substitutes and imitations, orange, almond, strawberry, peppermint, raspberry, pineapple, and wintergreen, with a few scattering, such as nutmeg, clove, celery and ginger. Commissioner Foust gives the industry this clean bill of health:

"While the report may seem technical to the lay reader it can be said that it reveals a very gratifying state of affairs. These analyses deal with flavoring extracts made by eighty-five manufacturers in Pennsylvania and in seven other States. As the report indicates the manufacturers have proved themselves observant, to a large extent of the laws of this Commonwealth. While some minor defects have been detected and are mentioned in the report, it is very gratifying to observe that the defects, as tested by the requirement of the law, were so trifling as to make prosecution not only unnecessary but actually improper.

"Concerning thirty-six of these samples not even a technical complaint could be made. And of nineteen others it is remarked that they were labeled either 'substitute' or 'imitation' in such a manner as to render it out of the question for the most careless observer to be misled concerning the quality of the product. All along, as one perceives in this report, manufacturers of flavoring extracts are treating the State and the public fairly and are making an honest effort to fully inform their patrons and all others who are or should be interested.

"This report not only shows increased obedience to law, but it also indicates the very considerable advance in business integrity among manufacturers of flavoring extracts and similar products. In days not so very far distant there was very much disregard for the public health and a great deal more carelessness both in the formulation and enforcement of law and in the moral and business standard of the average manufacturer. Thus we make progress along all lines."

Exports of Flavoring Extracts

The following list shows the distribution of the flavoring extracts exported from the port of New York in January: To Denmark, \$75; Finland, \$75; France, \$889; Norway, \$1; Sweden, \$519; England, \$18,257; Scotland, \$18,000; Bermuda, \$926; British Honduras, \$47; Costa Rica, \$1,027; Guatemala, \$905; Honduras, \$146; Nicaragua, \$459; Panama, \$2,848; Mexico, \$4,771; Newfoundland, \$120; Jamaica, \$3,828; Trinidad, \$293; other British West Indies, \$487; Cuba, \$5,676; Danish West Indies, \$516; Dutch West Indies, \$111; Haiti, \$674; San Domingo, \$2,241; Argentina, \$1,445; Brazil, \$1,394; Chile, \$118; Colombia, \$2,206; Ecuador, \$116; British Guiana, \$160; Dutch Guiana, \$111; Paraguayan, \$49; Peru, \$1,485; Venezuela, \$390; China, \$19; British India, \$47; Hong Kong, \$3,608; Japan, \$1,288; Turkish Asia, \$7; Australia, \$67; Philippine Islands, \$1,603; Belgian Congo, \$143; British South Africa, \$65; total, \$77,712.

Confectionery and Soda Fountain Show

Plans are being perfected by the committees in charge of the first National Confectionery, Soda Fountain and Accessories Exposition, scheduled to be held at Atlantic City, May 23 to 28, in connection with the National Confectioners' Association Convention. The exposition is described as the "first grand reunion of all industries that procure the raw materials, manufacture the products, sell and distribute confectionery and dispense beverages, together with all the allied and auxiliary industries that serve them."

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc.

FEDERAL.**Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.**

Notices of Judgment under the Federal Food and Drugs Act Nos. 8,501 to 8,550, inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., contain no judgments of interest to our readers except two olive oil cases. In one a \$25 fine was imposed and in the other the product ordered condemned and destroyed.

Selecting Dr. Alsberg's Successor as Chemist

Dr. Carl O. Johns formerly a chemist in the Bureau of Chemistry at Washington, now employed by E. I. du Pont de Nemours & Co., has been offered an appointment as chief of the Bureau of Chemistry to succeed Dr. Carl S. Alsberg, by Secretary of Agriculture Wallace. The resignation of Dr. Alsberg has been accepted, but he will remain as chief of the Bureau until his successor has been appointed.

Dr. Johns has not announced whether he will accept the appointment. Dr. J. K. Haywood, chairman of the Insecticide and Fungicide Board of the Department of Agriculture, is among others who have been suggested to Secretary Wallace for the appointment. Others suggested are Commissioner James Foust, of Pennsylvania; Dr. William D. McAbee, of Indianapolis; Dr. R. E. Doolittle, who once held the position, and J. S. Abbott, who is one of Dr. Alsberg's chief assistants.

Dr. Alsberg's associates in the Carnegie Food Research Institute will be Dr. Alonzo E. Taylor, professor of physiological chemistry at the University of Pennsylvania, and Professor Joseph S. Davies, assistant professor of economics at Harvard University.

STATE.**Connecticut.**

Thomas Holt, Connecticut Dairy and Food Commissioner, sends us his official report for the last two years, together with a reprint and supplement of the State Regulations. Saccharine is barred under the rules. Mr. Holt praises the work of Dr. E. H. Jenkins, director; Dr. E. M. Bailey, chief chemist, and others of the Experiment Station staff. Of barbers' supplies, 84 samples (including 56 of hair tonic) were analyzed and 22 found to be adulterated. Of toilet preparations 47 analyses were made, 9 being found adulterated and warnings issued to the makers. Of five olive oil samples 3 were rejected as adulterated.

Pennsylvania

All previous records in the Bureau of Foods of Pennsylvania were broken in 1920, as shown by the annual report submitted by Director James Foust. In 1907, the receipts of the Bureau amounted to \$55,732, increasing each year until last year the total was \$626,472. With comparatively few exceptions the fines were imposed for local violations.

Commissioner Foust was appointed by Governor Stuart in 1907. At that time 30 per cent of all the prepared food stuffs on the market was adulterated; now adulterations are rarely found and the prosecutions are chiefly directed against local violators selling such articles as ice cream, soft drinks, milk, vinegar, sausage and other meats and against cold storage products. During 1920 samples analyzed by the chemists of the Bureau totaled 7,722, while the grand total for fourteen years is 99,234. Cases terminated last year amounted to 1,033 and for twelve years 13,141. During the first two years of Mr. Foust's administration the Bureau was not self-sustaining; now the receipts are more than six times the amount of the expenditures.



The House of Houbigant, Paris, on August 1, will occupy the entire building 16 West 49th street, as sales offices for the United States for distribution of their famous perfumes, extracts, toilet requisites, etc. Park & Tilford were the first American representatives of Houbigant, and have been sole agents in this country for many years. The business of Houbigant, has increased year by year until it has reached such proportions that it was decided to make a separate and distinct corporation in America for the sole distribution of Houbigant products.

Mr. Charles S. Welch has been elected vice-president and general manager of Houbigant, Inc., U. S. A., and will have entire charge of the business in the new quarters. Mr. Welch came to New York from Rochester, where he began as a drug clerk, and for many years was identified with Wm. B. Riker & Son Co., retail druggists in this city. In 1910, he entered the Park & Tilford organization as general manager of the druggists' sundries section, of which Houbigant was an important part. Mr. Welch has exceptional business qualifications and possesses a wide knowledge of perfumes, toilet requisites, druggists' sundries, etc. He is probably one of the best-known executives in the trade, and it is due to his exceptional qualifications gained by many years' experience in this line that he has been selected to become the American representative of Houbigant.

Mr. E. P. Matthiessen has been selected as the successor to Mr. Welch and he will assume control as general manager of the druggists' sundries department of Park & Tilford on August 1. Mr. Matthiessen is another young man who has acquired his knowledge and experience of the business behind the retail drug counter, and he has been with Park & Tilford since 1911, having been assistant manager to Mr. Welch, also in charge of the Southern and Eastern territories of the perfumery and druggists' sundries. Mr. Matthiessen has good business qualifications and has been most successful during the last ten years as a representative of Park & Tilford, and his selection as a successor to Mr. Welch is a recognition of his services.

Mr. Welch and Mr. Matthiessen sailed on the *Mouretania* April 8. Mr. Welch went abroad to confer with the Houbigant organization and Mr. Matthiessen, it is understood, will search for a possible new line of goods for his department.

The special advertising inserts which appear in our monthly issues are always very interesting, and these advertisers are receiving, they tell us, the special attention of our readers with whom artistic appeals of this kind will always find favor.

A very special example of this type of artistic advertising is the four-page advertisement in color of Alderman-Fairchild Co., Rochester, N. Y., whose insert appears between advertising pages 56 and 57.

We invite the special attention of our readers to this insert as well as to all of the others to be found in this issue, which, by the way, is the largest that has ever been published in this industry, here or abroad.



CHAS. S. WELCH



E. P. MATTHIESSEN

Mr. Burton T. Bush, president of Antoine Chiris Co., New York, sailed April 12 on the *Rochambeau* for a six-weeks' visit to France.

Mr. L. P. Lamoureux has assumed the management of the perfume material department of the Belgian Trading Co., Inc., 44 Whitehall street, New York. The firm represents Nadal, Desparmet & Cie., Nanterre, France, manufacturers of a complete line of synthetics and aromatic chemicals. Mr. Lamoureux, who has been connected with the perfume industry for many years, is well qualified to further the growing business which this well-known house is doing in synthetic specialties.

E. Berghausen Chemical Co., Cincinnati, has discontinued the office and salesroom in East Second street and moved into its new office and warehouse, built adjoining the laboratories at Ninth and Carr streets, so that the combined plant and office take in the block bounded by Ninth, Carr, and Richmond streets, the office address 915 Carr street.

A writer in *Printers' Ink* on "Illustration Novelties That Catch the Eye" says: "A species of genius was in the conception used for Djer-Kiss by an artist of imagination. A powder-puff box was shown open, and a giant powder puff was arranged beside it. From this downy, perfumed surface came fairies—little, delicate, winged elfs of beauty and fantastic charm, and they floated down the side of the page, tiny indeed in comparison with the very large powder puff."

Our readers will be interested in the incorporation this month of the E. M. Laning Co., of 280 Pearl street, by Mr. Laning, who was winner of the \$2,000 first prize in the perfume contest held under our auspices some time ago. The company has an authorized capitalization of \$50,000 and its officers are: President, E. M. Laning; vice-president, Robert C. Pursell; secretary and treasurer, Harold R. Bronk. The company will continue the business already established at 280 Pearl street in the manufacture of synthetic flower oils and bouquet concentrates for perfumes and toilet preparations, as well as true and artificial fruit flavors. They also will be available as consulting chemists, in the subjects mentioned and on flavoring extracts and pharmaceuticals. They will do an importing business in essential oils and aromatic chemicals. Their manufacturing plant is well equipped with modern and efficient machinery. Certified and technical colors will be dealt in.

Mr. Laning is well and favorably known to our readers through his wide experience as perfumery chemist for Sanital Laboratories, St. Louis; McKesson & Robbins, New York, etc.

Mr. Pursell is a doctor of pharmacy, being a graduate of the Philadelphia College of Pharmacy. For many years he has been connected with perfume, pharmaceutical and flavoring extract manufacturing and control work. Mr. Pursell was associated for several years with Prof. Charles H. La Wall in Philadelphia, and has been connected with the Smith, Kline & French Co., E. R. Durkee & Co., McKesson & Robbins, E. Fougere & Co., Anglo-American Pharmacal Co., Tokalon, Inc., International Druggists' & Chemists' Laboratories, and of recent years with the Clayton Chemical Co. and Crossman Pharmacal Co. He has had a broad experience in his specialties and is a valuable asset to the concern.

Mr. Bronk is a graduate of Albany College of Pharmacy and of Union University, having been valedictorian and winner of the prize in chemistry. After some experience in the H. W. Warner pharmacy in Albany he went to McKesson & Robbins' laboratories, in this city, where he was when he entered the Medical Corps of the United States Army, in 1917. He was a sergeant, and at one time was in charge of medical supplies at the base in England. On his release in 1919 he went back to McKesson & Robbins, where he served as a production manager. Mr. Bronk is a student of modern business methods and has made a record in factory management. He brings to his new work a special training in methods that will make his consulting services of special value, and in conjunction with Mr. Laning, who will specialize on the technical work, will be an element of strength.

G. P. Papadopoulos, olive oil importer, 137 Grand street, is a new member of the New York Merchants' Association, having been elected at the last meeting of the board.

Mr. J. A. J. Wijnmalen, secretary of Polak & Schwarz, Ltd., Zaandam, Holland, arrived in this country recently to further the future interests of his firm in the American market. He is stopping at the Hotel Commodore, New York.

Besides the old established plant at Zaandam, Polak and Schwarz, Ltd., have just completed a new modernly equipped plant at Hilversum, Holland, which is at present in full swing for the manufacture of synthetic specialties. Through this considerable enlargement, the firm is now able to comply with all demands of manufacturers. Several new methods, completed through years of research work, are now in use.

Mr. Wijnmalen is of the opinion that the lowest point of the depression has been reached, as the latest news from Europe points to a very slow but steady improvement.

The expansion of the perfumery and toilet articles division of the Bush Terminal Sales Building in Times Square has been so rapid that the division has been moved to the ninth floor. Further space is provided by a new addition in Forty-first street, which opens directly on the ninth floor. The division is under the direction of George W.

Minstrell, a graduate pharmacist of the University of California.

United States Color & Chemical Co., Boston, Mass., is required by a recent order of the Federal Trade Commission to refrain from giving cash gratuities to employees of its customers. The gratuities were given without the knowledge of the employers and for the purpose of influencing the employers to purchase dyestuffs and chemicals and to refrain from purchasing the products of competitors. The order is based upon an agreed statement of facts.

La Milo, Inc., recently chartered in Delaware, is named for Mlle. La Milo, who is considered in international art and theatrical circles to be one of the most beautiful women in the world. The corporation will manufacture and sell La Milo toilet preparations and will establish a school of instruction for future operators in a chain of beauty parlors which it proposes to open between the Atlantic and the Pacific. Executive offices are at 512 Fifth avenue and decorators are busy finishing 334 Fifth avenue, corner of 33rd street, opposite the Waldorf-Astoria Hotel, where the first studio and school is to be opened before the end of this month.

Mlle. La Milo, who in private life is Miss Pansy Montague, is vice-president of La Milo, Inc., and Bernard Rosofsky is president. Mr. Rosofsky has been identified with the perfume business, mostly in its financial aspects, for the last eight years in England and America. James B. Murrow, widely known in financial circles, is treasurer.

New York French Export Bureau has moved its offices and showrooms to 8 West 47th street, New York.



E. M. LANING



HAROLD R. BRONK

Mr. Edward V. Killeen, vice-president of George Lueders & Co., New York, has returned from his vacation of a month, which he enjoyed with Mrs. Killeen in Florida. Their experience was so agreeable that Mr. Killeen has resolved to make it a fixed annual custom in the future.

Mr. F. E. Watermeyer, of Fritzsche Brothers, New York, has taken passage to sail for Rotterdam April 30 on the *New Amsterdam*, of the Holland-American line. He will visit the essential oil centers of Holland, Germany and France and expects to return home about July 1.

Mr. John D. Lawson, well known in the essential oil trade, has become associated with the Antoine Chiris Co., of New York.

Crouch & Fitzgerald, manufacturers of sample cases and leather specialties for the perfumery and toilet goods trade, will move May 1 from 177 Broadway to their splendid new ten-story building, 587 Fifth avenue, New York City. The firm has arranged also for the opening of a Washington store for the retail trade and on April 15 established its commercial department at 14 West 40th street, New York. The new Fifth avenue building is in the heart of the fashionable shop, hotel and club district of the metropolis and in design and construction is an ornament to America's famous thoroughfare. It occupies a plot 30 by 125 feet, between 47th and 48th streets, and possesses all of the modern conveniences and improvements. Some space on the upper floors is available for tenants. The new building and other expansive moves have been made necessary by the steady and extensive growth of the business handled by Crouch & Fitzgerald. The volume of trade in 1920 amounted to two and one-half times the amount carried in 1916. As a consequence the facilities of the firm have been greatly enlarged and improved in machinery and equipment, in addition to the changes herewith noted.

Luis Warren de Hoyos was born March 4, to Mr. and Mrs. Luis de Hoyos. Mr. Luis de Hoyos is business manager of Synflour Scientific Laboratories, Monticello, N. Y., and Mrs. de Hoyos is daughter of the late Alois von Isakovics who founded the laboratories in 1889.

Mr. R. G. Callmeyer, of the Delphi Products Co., New York, agents for J. Mero & Boyveau, Grasse, France, has returned home from an extensive trip through the middle west. He reports business conditions there are improving.

Mr. Henry Pfaltz, of Pfaltz & Bauer, New York, accompanied by Mrs. Pfaltz, sailed March 26 for Rotterdam on the *New Amsterdam*, of the Holland-American line. They expect to remain abroad for some time and will visit the principal points of interest, especially those affecting the essential industry, taking in France, Switzerland and Germany.

W. J. Bush & Co., Inc., 100 William street, New York, announce that on May 1 they will move their offices to Pennsylvania Terminal Building, 31st street and 7th avenue.

A. L. Van Ameringen, 13 Gold street, New York, announces that on May 1 he will move his office and laboratory to 15th street and Irving Place.

Mr. Jean Guichard and Mme. Guichard sailed for France April 20 on the *France*. They came here about three months ago on their honeymoon and have visited Niagara Falls and other points of interest.

Mr. Guichard is connected with Roure-Bertrand Fils, Grasse, France, and has made his headquarters with Mr. George Silver, 18 Cedar street, New York, vice-president of the American corporation.

Mr. W. T. Campbell, who was connected with Richard Hudnut several years as purchasing agent, and who has had other experience of this kind in the perfume industry, is now salesman for George Schmitt & Co., Brooklyn, N. Y., well known lithographers.

Mr. George Schmitt, founder of George Schmitt & Co., Brooklyn, N. Y., lithographers, will sail April 30 with Mrs. Schmitt and their daughter Augusta on the *New Amsterdam*.

Mr. Schmitt came to this country sixty-eight years ago and celebrated his seventieth birthday recently. He has been through the many changes and developments that have taken place in the lithographing industry in this country, and has a host of friends to whom his kindly temperament has endeared him.

Mr. Frederick Schang, vice-president of the Lorscheider-Schang Co., Rochester, N. Y., will sail with Mrs. Schang and their daughter Frances on the *New Amsterdam* April 30 for a two months' visit to the Continent.

Mr. J. R. McBrady, of McBrady Bros. Sales Corp., Chicago, was in New York last month visiting the firms that he represents, viz.: White Metal Mfg. Co., Hoboken, N. J., collapsible tubes; Passaic Metal Ware Co., Passaic, N. J., decorated tin boxes; Swindell Bros., Baltimore, Md., glass bottles; Valmont Mfg. Co., Inc., Brooklyn, N. Y., metal vanity boxes and powder puffs; and J. Landowne Co., Brooklyn, N. Y., paper boxes.

S. M. Rumbaugh, vice-president and treasurer of White Metal Mfg. Co., Hoboken, N. J., returned April 6 on the *Rochambeau* from a month's visit to France.

Lightfoot Schultz Co., Hoboken, N. J., who were established in 1908 for the manufacture of toilet soaps, have developed a large business in private brands in addition to their own specialties. They offer in this issue shaving, medicated and toilet soaps. Mr. William L. Schultz is president and treasurer.

Carl F. G. Meyer, president of the Meyer Bros. Drug Co., St. Louis, represented the drug and chemical trade on the visit of the St. Louis Chamber of Commerce to Mexico this month. He was accompanied by Mrs. Meyer. The excursion was made on the invitation of the Obregon Government in the interest of increasing trade relations.

Mr. Julian W. Lyon, of Julian W. Lyon & Co., Inc., and the Lyon Botanical Co., New York City, sailed on the steamer *Zacapa* for Jamaica, B. W. I. Mr. Lyon is accompanied by his wife and little daughter, and is taking the opportunity of a holiday and pleasure trip to call on his companies' connections in that part of the world.

Numerous friends of Francis W. Jones, president of the Manufacturing Perfumers' Association, and of the Melba Manufacturing Co., Chicago, will sympathize with him for the death of his mother, Mrs. Mary E. Jones, age 78, on April 4. Mr. Jones and his mother had been inseparable companions, which added much to the son's bereavement. The interment was at Oakwoods Cemetery, Chicago, on April 8, which was the anniversary of Mr. Jones' birth.

Cheery word of a noticeable revival of business in Buffalo, Rochester and Syracuse comes from B. H. Westcott, who covers those cities for Ungerer & Co., volatile oils and aromatic chemicals.

R. J. McMillan, representing the Ungerer house, at 305 Baronne street, New Orleans, sends a like message of greater activity and good hope from his part of the continent.

One of our new advertisers this month is Hefter & Co., who specialize in small boxes, both hand-made and machine, and whose announcement will be found on advertising page 78. The company, whose factory and sales headquarters are at 342 West 14th street, was established a quarter of a century ago by the late Louis Hefter. The company has a large equipment and is able to handle quantity business in a satisfactory manner. David Hefter is the general manager, and he has a competent staff of assistants. The Philadelphia office, at 675 Drexel building, is in charge of R. B. Rainhard.

Richard G. Ehrlich, for many years connected with the perfume industry, has been appointed sole representative calling on perfumers and jewelers in this city and vicinity.

Secretary of the Treasury Mellon has fixed the following foreign coin valuations: Canada, dollar, 87 cents; France, franc, 7 cents; Great Britain, pound, \$3.92; Germany, mark, 16-10ths cents; Austria, krone, 3-10ths cent; Belgium, franc, 73-10ths cents; Italy, lira, 4 cents.

New York Board of Trade and Transportation at its meeting on April 6 resolved to form a committee of five to take charge of the liquor and alcohol question, as affecting the drug trade, to be appointed by Clement C. Speiden, chairman of the Drug and Chemical Section. The committee includes three representatives of the wholesale trade, and one each for the general manufacturing trade and homeopathic manufacturers.

Colgate & Co. will exhibit at the National Drug and Sundries Exposition to be held in the Auditorium, Atlanta, Ga., in the first week in July. James A. Metcalf, Grant Building, Atlanta, is secretary of the exposition.

Col. William Cooper Procter, head of Procter & Gamble, Cincinnati, has sued A. A. Sprague, of Chicago, for \$110,000 he advanced to the Wood Campaign Committee, which managed Major General Leonard Wood's Presidential campaign. On the Senatorial witness stand some time ago Col. Procter said he had given \$500,000 toward the cost of the Wood campaign. It is understood that the \$110,000 represents a promissory note and other advances outside of the Colonel's regular contributions.

Mr. François Goby-Tombarel, son of Mr. Xavier Goby-Tombarel, proprietor of Tombarel Frères, Grasse, sailed for home via England on the *Aquitania* on March 22. Mr. Goby, who came here about two months ago, recently made a trip with Mr. C. H. Alker through the mid-west and was very much pleased with results. He expressed warm gratitude for the many courtesies shown him.

Orbis Products Trading Co., Inc., 215 Pearl street, New York, is the American representative for Tombarel Frères, and Mr. Alker is the manager of the company's essential oil department.

Cincinnati reports the first all-water shipment of a cargo, including soap, from that city to Pacific Ocean ports, that has been sent in many years. The steamer *Queen City*, which sailed March 21, purposed going by way of New Orleans and the Panama Canal. The voyage to Los Angeles was expected to take 19 days, only six days longer than the route by rail, with charges much cheaper.

Mr. H. Schlaepfer, managing director of L. Givaudan & announce that on May 1 they will move their offices to Cie., Geneva, Switzerland, arrived in New York on the *Aquitania*, April 9, for a short visit, making his headquarters with the firm's American agents, George Lueders & Co., New York. Mr. Schlaepfer reports that the international outlook in the industry is very promising, and that the growing business of his firm has necessitated several extensions to the plant.

Mr. Ferdinand Weber, treasurer of George Lueders & Co., New York, sailed on the *Rotterdam*, April 9, for a two-months' visit to the Continent on personal business.

Dr. Roddie Minor, a young lady who has had a number of years' experience as essential oil chemist, will sail on the *Saxonia*, April 26, on a five-months' visit to England, Switzerland, France, Spain and Italy. It will be her purpose to collect material, photographs, etc., for a book which she will write in collaboration with Prof. Curt P. Wimmer of the College of Pharmacy, Columbia University, New York.

The distribution of the assets of the estate of the late Clifford A. Russell has been made by the administrator, Louis Spencer Levy, New York.

Mr. Russell established himself as an essential oil dealer and importer in 1916, and in January, 1919, died of influenza. The administrator was appointed in June, 1919, and the only delay in the settlement has been due to the time required for the fulfillment of legal requirements.

Mr. E. Muller, of J. Mero & Boyveau, Grasse, France, who arrived in New York on February 9, finished his business visit to this country and sailed for home April 12 on the *Aquitania*, having had a pleasant stay here.

Ajax Chemical Co., 52 North Thirteenth street, Philadelphia; manufacturer of soap, has opened a branch office in Newark, N. J., under the management of W. C. Hill. The branch will handle northern New Jersey and New York business.

Harry M. Cotey, formerly with E. I. du Pont de Nemours & Co., Inc., has joined the sales staff of the American Aniline Products, Inc., Chicago.

The New York office of the American Machinery Co., Inc., Philadelphia, is now located at 799 Broadway, room 225, and continues in charge of Mr. B. F. Adams.

Mr. Adams has made remarkable progress the past two years in introducing powder-filling machines made by his company, and we understand that he will soon have an announcement regarding a new line of machinery.

In a letter to the trade, a Connecticut firm states that it has been informed that witch hazel being sold in the market, manufactured from alcohol denatured by the new formula containing 10 per cent acetone is not a U. S. P. preparation and must not be labeled U. S. P. witch hazel. Witch hazel made by the use of the new formula is said to be on the market at considerably lower prices than is the regular product.

Dr. H. H. Rusby, Dean of the College of Pharmacy of the City of New York, Columbia University, has been laid up with grip at his home, Forest Hills, Newark, N. J. He was convalescent at last accounts.

The maximum weight limit of parcel post packages exchanged between the United States and Germany was increased from 11 to 22 pounds on April 1. "Gift packages," however, are free from customs duty in Germany only up to 11 pounds, as previously.

E. Burnham, Inc., 138 North La Salle street, Chicago, capitalized at \$250,000, is the title of a corporation formed by Edward and Marty Burnham to operate the wholesale part of the Burnham business in manufacturing toilet articles and apparatus. The retail branch is not affected in any way and there is in fact no change except in the incorporation of the wholesale end.

National Aniline & Chemical Co., 21 Burling slip, New York City, announces a new dye, National Erie Fast Orange C G, chiefly useful to dyers of cotton goods.

Mr. J. L. Hopkins, president of J. L. Hopkins & Co., New York, has returned from a trip of five weeks to Florida, Cuba and the West Indies.

Mr. H. W. Jordon, chemical engineer for the Semet-Solvay Chemical Co., recently addressed the Cincinnati Section of the American Chemical Society on "The Solvay Chemical Industries; Their Work in War and Peace." The lecture was illustrated with lantern slides.

Phanotax Chemical Co., which moved recently to Tulsa, Okla., from Memphis, Tenn., will build a seven-story wholesale and manufacturing plant expected to cost \$400,000. The company will manufacture dental and toilet specialties and staple non-secret and pharmaceutical remedies. It deals in numerous other supplies for the drug trade.

Mr. Leslie K. Talmadge, secretary of the Baker Extract Co., Springfield, Mass., and former secretary of the Flavoring Extract Manufacturers' Association, has been elected Commodore of the Springfield Yacht Club.

Albert H. Higbie, for thirty years in the chemical and drug business, has gone into business on his own account at 164 Nassau street, room 620.

On May 1, the Antoine Chiris Co., essential oil dealers, New York, will move to new quarters at 147-153 Waverly Place, where they will occupy seven floors.

R. L. Watkins Co., manufacturer of Watkins Mulsified Coconut Oil Shampoo, has recently undertaken the instruction of the American women in the proper method of dressing the hair. Its advertisements describe the correct style for facial types, the purpose being to get increased attention paid to the care of the hair, which, if successful, will naturally benefit the company.

New committees of the St. Louis Drug and Chemical Club include the following: Membership Committee: J. H. Ambler, Powers-Weightman-Rosengarten Co., chairman, and Louis Hilkenbaumer, Mallinckrodt Chemical Co., and George S. Robins, Thompson-Monroe-Robins. Speakers Committee, H. R. Strong, of the *National Druggist*, chairman, Dr. C. E. Caspari, and Allen W. Clark. Finance Committee, R. T. Whitelaw, chairman; J. H. Howe, Merrell T. Walbridge, J. S. Merrell Drug Co. House Committee, E. I. Hopkins, chairman, and F. L. McCartney, of the Monsanto Chemical Works, and Harry H. Schlueder, of the Meyer Bros. Drug Co. George M. Merrell, Jr., is chairman of the Publicity Committee.

United States Industrial Chemical Co., Curtis Bay, Baltimore, Md., is completing plans for the construction of extensions to its plant at Stonehouse Cove, consisting of a building 60 x 180 feet.

Pretty Soap Co., a new concern, has acquired the old Melzer soap factory, Third avenue and Maryland street, Evansville, Ind., which has been closed for several years. Harry Mannheimer is in charge for Chicago interests which purchased the property from Adolph Melzer. Not much change has been made in the plant, except the installation of new machinery where necessary.

United States domestic postal rates now apply to letters and postcards as well as newspapers and the like addressed for delivery in the Dominican Republic. Full prepayment of all mail matter except letters is required.

F. Rudnick, Inc., manufacturers of all kinds of paper boxes, formerly of 53 West 14th street, New York City, recently moved to their five-story factory building at 56-58 Ainslie street, Brooklyn, to take care of their increased business.

J. C. Ingram, for four years connected with the American Cotton Oil Co. as chemical engineer in charge of the refinery, oil and soap division of the company, has resigned to become development engineer for Morris & Co. at their Chicago plant.

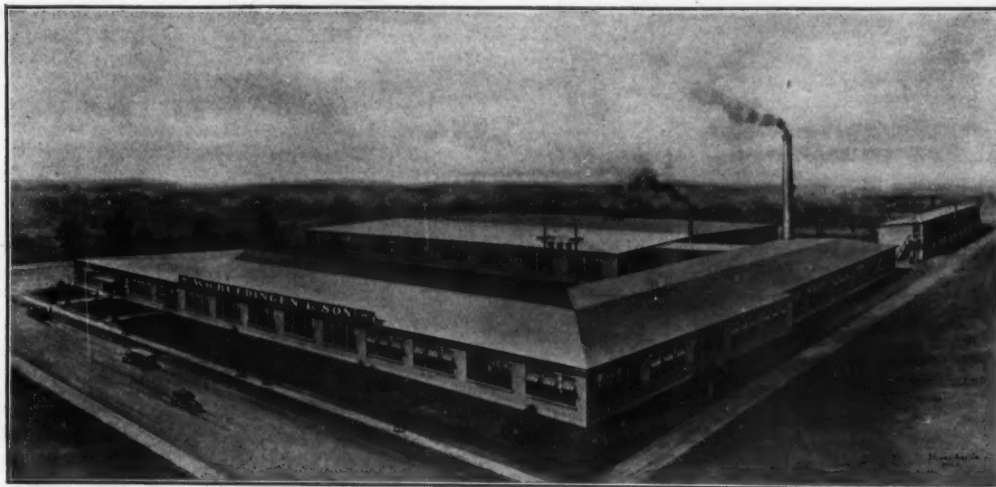
Franklin Baker Oil Co., Doremus avenue, Newark, N. J., specializing in the manufacture of coconut oils, is rebuilding the part of its plant destroyed by fire March 20, with loss estimated at \$100,000.

News Permeates Every Page.

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain *all* of the news. You must read the advertising pages also to get the full benefit.

The remarkable growth of the nationally known paper-box firm, William Buedingen & Son, Rochester, N. Y., is again brought to the minds of their many customers by the accompanying illustrations of their new plant. In 1908

building at 33 Canal street, where they operated for several years. Keeping up the march of progress, they erected the first of the two buildings, on the present site, early in 1920, which they operated in conjunction with the factory



BIRD'S EYE VIEW OF PAPER BOX PLANT OF WILLIAM BUEDINGEN & SON, ROCHESTER, N. Y.

this concern was founded by Mr. Robert Buedingen, operations beginning on a very small scale. Year by year the increased demand has made further expansion necessary, until today this concern is able to supply a great market with its products.

First, the company occupied one-half floor at 89 Allen street, later taking over two full floors. When these quarters became too crowded they purchased a four-story

at 33 Canal street. December, 1920, saw the completion of the entire plant at 1500 Clinton avenue, N, their new home.

The new plant is very well laid out, and the architects made maximum provision for light and air in all the departments. The second engraving shown here is that of a view in part of the finishing room, where the higher grade of boxes are assembled entirely by hand, and on



PART OF FINISHING DEPARTMENT, WILLIAM BUEDINGEN & SON'S PLANT, ROCHESTER, N. Y.

advertising page 25 are other interior views in this model plant.

The New York office, in the Woolworth building, is in charge of Mr. Karl Voss, sales manager, and he has won an enviable reputation as an energetic and tactful representative. He is thoroughly familiar with box-making and is thus able to confer with the trade in a practical way.

We wish our friends continued success in their new home.

We are indebted to Dr. Gerald Burnham, Ph.D., vice-president of E. Burnham, Inc., toilet requisites, Chicago, for a copy of a bill which is being agitated in various States to regulate the practice of cosmetic therapy, having been introduced in the Illinois Legislature. The bill includes manicuring, massage and hair-dressing, and provision is made for issuing certificates to registered cosmeticians, after having served apprenticeships and passing a satisfactory examination. One of the requirements is to produce a certificate of graduation from a school of cosmetic therapy, approved by the Department of Registration and Education, said school to have two practicing physicians in its faculty, to have four months' terms of instruction and a minimum of 725 school hours in that period. Dr. Burnham has called the attention of cosmeticians and hair dressers to the bill as a matter of fairness to those interested, for its passage would give practically a monopoly to some institutions, his own included, in the teaching of subjects pertaining to cosmetic therapy and in the sale of cosmetics to established hair dressers and cosmeticians. E. Burnham, Inc., is not opposed to the enactment, but would be satisfied with a more simple bill that would be more fair to the trade at large. Dr. Burnham makes it clear that his firm does not sponsor and did not originate or have anything to do with drafting the measure, which is of considerable length and replete with details and specifications of qualifications for practitioners.

S. A. Foot, for some time with Ricksecker, Perfumers, and other houses, has gone to San Antonio, Texas, on account of the health of his wife. Mrs. Foot owns a ranch there and Mr. Foot for a time will turn his attention to its development, in addition to caring for her health.

Dr. E. W. Pierce, the author of the article on "Chlorophyll" appearing in this issue, is the head of the laboratory and technical staff of the Sandoz Chemical Works, Inc., of New York.

Kendall Products Corporation, 709 Sixth avenue, New York, is exploiting a new cleaner called "Chek," which is expected to interest the textile industry. Its chief virtue is said to be a moisture-proofing quality which is expected to make fabrics stay cleaner longer than if not treated with it.

The sales convention of the Gibson-Snow Co., Albany, held at Rochester, recently, was attended by the company's salesmen from Albany, Troy, Syracuse and Buffalo. President Gibson spoke on pushing goods bearing the Gibson-Snow label, and Mr. Snow discussed the business situation. Mr. Evans presented the 1921 sales plan. C. B. Lundy, chemist in charge of laboratories; G. C. Denike, and Mr. Bellinger, in charge of the Rochester branch, also spoke.

Louis F. Chapin, well known in the drug, volatile oil and aromatic chemical market of Boston and the New England States, is now covering that territory for Ungerer & Co., New York.

H. R. Laist has assumed the management of the firm's San Francisco office at 116 New Montgomery street.

Mr. William F. Murtha, the new buyer for the drug and toilet goods department at Bloomingdale Brothers, New York department store, has had a thorough training in this line, for since eighteen years ago when he took his first job as stock boy in a similar department at Greenhut's, he has worked his way up, at the same time taking the degree of Ph. G. in Brooklyn College of Pharmacy. When Greenhut went out of business, Mr. Murtha took charge of the Gimbel laboratory. From Gimbel's he went to Stern Brothers to open their drug department, staying there practically up to the present time. The all round knowledge that Mr. Murtha has of laboratory work, drugs and buying makes him a valuable addition to the Bloomingdale staff.

Procter & Gamble Co.'s plant at Ivorydale, Cincinnati, began to operate on a nine-hour day work schedule recently. The new schedule affects more than 2,000 employees. W. E. McCaw, vice-president, said the employees had preferred to work an extra hour in place of accepting a 12½ per cent reduction in wages. "It was purely a matter for consideration of the employees, and the vote was unanimously in favor of the nine-hour plan," said Mr. McCaw. "Whether similar steps will be taken in the other five plants of the company, located at Port Ivory, Staten Island, N. Y.; Macon, Ga.; Kansas City, Dallas, Tex., and Hamilton, Ont., will depend upon the employees at those plants. It is up to them to decide which plan they prefer."

Employees of the Procter & Gamble Co., Cincinnati, celebrated "Dividend Day," at the Music Hall, March 13. The celebration consisted of music, singing, speaking, motion pictures and dancing. Announcement was made that during 1920, the company credited a total of \$266,438 to stock held by 1,386 employees of the Ivorydale plant as their share of the company's profits under the profit-sharing plan. Much of the employees' stock is paid for on the installment plan. During 1920 a total of 2,158 shares of common stock with a par value of \$20 each was delivered to employees as completely paid for.

Procter & Gamble Co. has declared a quarterly dividend of 2 per cent on the 8 per cent preferred stock, payable April 15 to stock of Record March 25.

James Harrison, district manager for New England of the Procter & Gamble Distributing Co., has resigned, and has been succeeded by Arthur C. Donovan. Mr. Harrison, who has been connected with the Procter & Gamble Co. since 1891, was tendered a farewell dinner at the Hotel Bellevue, Boston, by employees of the Boston office. A silver service set was presented to him at this dinner.

Athens Soap & Chemical Co., Athens, Ohio, has elected the following officers: President, W. M. Andrews; vice-president, Everett Parker; secretary, J. B. Cheney; general sales manager, M. L. Coddington.

George Lueders & Co., essential oils, New York, in their April review of the situation, say in part:

"Business conditions have considerably improved since January, and we can well say, from our dealings with so many different lines of industry, that while last year's prosperity may not soon appear again, the stagnation of business and great depression may be well considered as passed. Many of the large manufacturers with whom we have discussed the situation, we are glad to say, are more or less of our opinion.

"We have, of course, to suffer under the European conditions, which are far more serious and for which there are good reasons, while in our country, after a number of unusually prosperous years, there is no reason to despair or to believe the future darker than is actually the case. The more we bespeak and preach business depression and darker future, the more people will believe in it and become frightened, even though the facts do not warrant it, and the more we speak of a bright future and good conditions existing and to come, the more people will have confidence in the future, and will try to work back into normal conditions."

Importers of Messina essences are up in arms against a contention of Government authorities that the dutiable values of Messina essential oils, such as orange, lemon and bergamot, should be based on a market value in Italy at which, according to the Government officials, these oils are being purchased at the present time. Already the Government has held up 50 or 60 invoices, and is demanding the payment of heavy penalties from essential oil importers, due to alleged undervaluation at the time of their entry.

The essential oil trade under the leadership of Dodge & Olcott is organizing to resist the Government's contention in the matter of a "home value," stating that this is a valuation at which only petty sales are consummated. The essential oil importing trade bases its opposition to the Government's attitude on the statutes which provide that the dutiable value should be the value at the place of shipment on the day shipped, but they object strenuously to the Government's present attitude, which they interpret as erroneous, especially since the purchase price of a few pounds of these essences at the source of supply does not by any means constitute a home market valuation, such as is alleged.

Reappraisal proceedings over the fifty or sixty invoices which have been tied up are being sought by the various New York essential oil importers affected, and they will take the matter up with the General Board of Appraisers, which is the only board possessing jurisdiction in this matter.

Final argument was held before the Federal Trade Commission recently, in its case against the Owens Bottle Machine Co., in which the commission charged discrimination, tying contracts, and acquisition of stock of competitors. Isaac Diggs appeared for the commission, and former Governor Judson Harmon of Ohio, L. T. Williams and Judge B. S. Oppenheimer were counsel for the company. Mr. Diggs declared that the bottle manufacturing machines sold by the Owens Bottle Co. are not sold outright, but are leased on royalties. The royalties collected, he said, average from \$1,500,000 to \$2,000,000 per year.

The argument disclosed the fact that the Owens Bottle Machine Co. acquired capital stock of the Whitney Glass

Works and also the whole of the capital stock of the American Bottle Co., and later capital stock of the Graham Glass Co. Attorneys for the Owens Co. refused to admit that the other firms were competitors and they denied all of the contentions made by the commission.

The annual report of the United States Industrial Alcohol Co. shows earnings after deducting operating expenses, repairs, administration and inventory adjustments, \$5,102,831, and a balance after allowing for amount reserved for depreciation of \$3,339,498. The surplus as of December 31, 1920, is \$13,364,144.

Maurice Chevron, representing the Chuit-Naef line of synthetic specialties in Paris, has assumed direction of the Paris interests of Ungerer & Company, volatile oils and aromatic chemicals, New York.

Mr. Chevron's office is at 11 Rue Vezelay.

Liquid Specialty Laboratories, 2318 Forest avenue, Kansas City, Mo., is a new enterprise engaged in the production of liquid soap, liquid shampoo, toilet waters, antiseptic soap products, and a specialty, shampoo-tonique. Calvin Hermer, the proprietor, is a graduate chemist of Washington University, St. Louis, and has had considerable experience in the soap, perfume and toilet preparation lines.

Capital stock increases: Los Angeles Soap Co., Los Angeles, Cal., from \$250,000 to \$1,000,000; United Soap Works of New York, Manhattan Borough, \$5,000 to \$10,000.

Specifications Soap Co., Inc., has taken possession of its new plant at 57-65 Richards street, Brooklyn. The brick building, 100 by 100 feet, three stories and basement, quadruples the manufacturing facilities of the company.

The directors of V. Vivaudou, Inc., New York, have decided to take no action on the current dividend. In November 25 cents a share was paid and 50 cents was the distribution for several previous quarters.

One of the largest known deposits of borax has been discovered in Clark County, Nevada, and its genuine qualities have been vouched for by Hoyt S. Gale, an authority on the subject. The deposit comprises a hill of pure Colemanite, the base for borax, some 3,000 feet long and 300 to 500 feet wide. It is estimated that more than half a million tons of ore is in sight. The location is 18½ miles from the Salt Lake Railroad main line. The discovery was made by two prospectors who decided to make a thorough exploration of the Muddy Mountain region.

F. E. Holliday, secretary of the National Wholesale Druggists' Association, accompanied by Mrs. Holliday, left New York early this month for a three weeks' trip to Florida and other points South, for rest and business.

Thornett & Fehr, London, Eng., advise us that they have taken into partnership Mr. Richard Talbot Blattman, who has been connected with the firm for fourteen years, and that he is empowered to sign the firm name.

Mr. W. T. R. Mersereau, of Schieffelin & Co., New York, is back at his desk after a short illness.

William P. T. Davis, president of the Carter Laboratories, Inc., hair tonics and toilet preparations, Washington, D. C., has been cited by the Samuel H. Carter, secretary-treasurer, to show cause in court why a receiver should not be appointed.

Taylor Co., Inc., perfumes and toilet articles, Springfield, Mass., is reported to have suspended, with claims of numerous small stockholders against it.

W. G. Heath, Theodore Stitt and W. J. Smith were appointed, April 11, receivers in equity of Marden, Orth & Hastings Co., Inc., handlers of oils, this city, by Federal Judge Chatfield. Their bond was \$25,000. Mr. Heath is a director of the company. The proceeding was instituted by Thornett & Fehr, Inc., this city, who claimed to be a creditor in the amount of \$12,591. The defendant admitted inability to meet maturing obligations.

A statement prepared a number of months ago indicated assets of \$1,700,000, consisting of notes and accounts receivable, merchandise, plants and equipment. It was stated recently that the liabilities were over \$1,500,000. Maurice H. Ewer has been supervising the affairs of the company by direction of creditors since last January. Depreciation of values and slow accounts caused the appointment of the committee. Several of the creditors did not join in the plan at that time. Judge Chatfield directed creditors to show cause on May 11 why the appointment of the receivers shall not be made permanent.

A petition in involuntary bankruptcy has been filed against H. Marquardt & Co., Inc., New York, importer and exporter, at 35 South William street. The creditors involved are Herman Behr & Co., \$170; Leonhardt & Brush, \$119, and K. L. Abbott, \$35. Judge Mayer appointed Lloyd C. Griscom receiver in a \$10,000 bond. The estimated liabilities are \$300,000 as against alleged assets of \$100,000. H. Marquardt & Co., Inc., have specialized in the import of gum chicle, vanilla beans and other Mexican produce. Robert P. Levis, 42 Broadway, is attorney for the petitioners.

Frank W. Carpenter, receiver for the Philippine Vegetable Oil Co., Manila, Philippine Islands, has filed a bond of \$25,000. It is stated that the company's liabilities are upward of \$18,000,000, secured by mortgages on its properties. Its capital and surplus, according to financial authorities in New York, is \$2,400,000. Paul C. Whitaker, an American, is president of the company.

A bankruptcy petition has been filed at Trenton, N. J., by the Kemoshyne Products, Inc., a Delaware corporation, which manufactured soaps, cleaners and compounds under secret processes from an office in Camden. The liabilities are \$19,375 and the assets \$21,309.

J. S. Long Company's soap works, at Marrerro, opposite Napoleon avenue, New Orleans, was burned April 3, with an estimated loss of \$500,000. The company moved a year ago to Marrerro from Tampa, Florida.

Midland Chemical Corporation, Inc., has bought the plant of the Crystal Chemical Co., and will market the brands of soap put out by the latter concern.

The properties of the bankrupt Magic Soap Products Co., of Louisville, Ky., which have been in litigation for more than a year, have been sold outright to the Magic Soap Co., a new corporation, which will go right ahead with the business. L. M. Render of the Fidelity Columbia Trust Co., receivers, stated that the sale price was \$160,000, for a property appraised at \$380,000. This price is \$10,000 better than the sale price realized last summer, when the assets were sold, but turned back to the company.

The new Magic Soap Co. is capitalized at \$300,000 by M. O. Curd and L. A. Daugherty, who have been successful jobbers of groceries and sundries; W. E. Massey, a prominent local business man, and R. V. Board, president of the Kentucky Wagon Mfg. Co.

A petition in bankruptcy has been filed against the Wonpat Products Corporation, international merchants, at 398 Broadway, New York City, by these creditors: William A. Camp & Co., \$425; Magnus, Mabee & Reynard, \$838, and Southern Rice Company, \$1,518. An assignment was made on February 17.

Globe Soap Co. has declared dividends of \$1.50 on the first preferred, \$1.50 on the second preferred, and a special dividend of \$1.50 on the preferred, all payable March 15 on stock of record March 1. Common stock dividends were passed.

Net profits of Merck & Co., New York, for year ended December 31, 1920, were \$325,561. Other income made the total \$340,777. The surplus after deduction of all charges amounted to \$988,400. The regular quarterly dividend of \$2 a share has been declared on the preferred stock, payable April 1.

A newspaper advertising campaign for Princess Pat face powder as leader of a line of toilet preparations put out by Gordon Gordon, Chicago, is being prepared by the Conover-Mooney Company, Chicago advertising agency. Later the national periodicals will be used.

At the annual meeting of the stockholders of the National Aniline & Chemical Co., Inc., March 15, at 21 Burling Slip, a resolution proposing a reduction in the membership of the board of directors and changing the place of meeting to the offices of the Allied Chemical & Dye Corporation was approved. The new board of directors was elected as follows: William Hamlin Childs, William H. Nichols, William H. Nichols, Jr., Edward L. Pierce, H. H. S. Handy, William J. Matheson, Dr. William Beckers, Dr. R. C. Taggersal, J. W. Newlean, and Orlando F. Weber.

Faxon & Gallagher Drug Co., Kansas City, to provide needed additional facilities, has purchased the building immediately north of its seven-story wholesale drug house, at Eighth street and Broadway. The addition, which contains 30,000 feet of floor space, is a five-story and basement building on a 48-foot frontage at 708-10 Broadway. The price was \$50,000. The company's life in Kansas began 43 years ago in a narrow three-story building.

Mr. W. C. Van Bergen, long in the advertising field, has been appointed advertising manager of the Norwich Pharmaceutical Co., and is at the main office, Norwich, N. Y.

Norwich Pharmacal Co., Norwich, N. Y., recently elected the following directors: Turner F. Currans, Melvin C. Eaton, Robert D. Eaton, Robert S. Eaton, Guy L. Marssters, Wm. P. McNulty, Wm. G. Peckham, Dr. M. Webster Stofer, Otis A. Thompson, J. Bennett Turner, J. Fred Windolph. Later the directors elected these officers: Chairman Board of Directors, Robert D. Eaton; president, Wm. G. Peckham; vice-president, Robert D. Eaton; vice-president, Turner F. Currans; treasurer, Robert S. Eaton; secretary, J. Fred Windolph; assistant secretary and treasurer, Melvin C. Eaton; general manager, Robert S. Eaton.

Tributes were paid to the late president, R. C. Stofer, and reports were made showing that there had been a healthy increase in the business. Mr. Currans, who was advanced to a vice-presidency, has been with the company for many years. E. H. Rutledge was appointed manager of the Chicago branch. He is a Texan by birth, and obtained his early business education in the retail drug business. Later he undertook specialized work, selling pharmaceuticals in a territory comprising Utah, Idaho, Wyoming and Montana.

Joseph Plaut, of Lehn & Fink, wholesale druggists, New York, is home from a trip to the Bermudas.

Lee Wiltsee, secretary of the William S. Merrell Drug Co., Cincinnati, was a recent New York visitor.

BOOK REVIEW

"PERFUMERY," by E. J. Parry, London, Eng. This is a pocket-size volume of 109 pages dealing with perfume materials in general; plant perfume materials; animal perfumes, and artificial perfumes. In the preface the author states: "The whole art of perfumery has been so revolutionized by the aid of synthetic chemistry that a popular account of this particular branch of perfumery may be found of interest."

The work is, of course, of a very general character, as it is designed merely to give a popular idea of the general classes of raw materials used in the manufacture of perfumes.

NEW PUBLICATIONS, PRICE LISTS, ETC.

"BILLION DOLLARS FOR FOREIGN TRADE CREDITS," is an interesting booklet as to which its title fully suggests its contents, written by John McHugh, New York banker and carrying an introduction by J. Philip Bird, general manager of the National Manufacturers' Association. Copies can be had from the publisher, Export American Industries, 30 Church street, New York.

"PANAMA CANAL RECORD," February, 1921, gives interesting facts about great waterway and its utilization. Those concerned can procure copies of it and an informative leaflet by addressing the *Record* at Balboa Heights, Canal Zone.

"SHALL AMERICA REMAIN THE ONLY IMPORTANT COUNTRY AT THE MERCY OF THE GERMAN CHEMISTS?"—Address by Joseph H. Choate, Jr., counsel of the Chemical Foundation, at 21st annual meeting of the National Civic Federation. Copies may be procured by addressing the Chemical Foundation, 81 Fulton street, New York.

CHEMICAL FOUNDATION, INC., 81 Fulton street, New York, has issued in pamphlet form the aims and purposes of the Foundation, the reasons for its organization and comments on its achievement, including reports by A. Mitchell Palmer

and Francis P. Garvan as alien property custodians. The prospectus of the corporation also is given.

"CREDITS: HOW TO AVOID COMMERCIAL LOSSES, INCLUDING CANCELLATIONS AND RETURNS," is a timely pamphlet issued by the *Credit Guide* (Bankers' Commercial Association), 415 Broadway, New York, which will supply copies free on application. Pertinent advice on various phases of credit is divided into compact chapters.

"BUSINESS LANGUAGE," is a little booklet on foreign trade markets, etc., printed by Neumann Bros., 318 West 39th street, New York City.

SCIENTIFIC AND INDUSTRIAL BULLETIN OF ROURE-BERTRAND FILS, Grasse, France; October, 1920, Series 4, No. 2. The latest issue of this interesting semi-annual bulletin is at hand and brings the series nearly up-to-date. The interruption caused by the war will be fully made up by the appearance of the next number which may be expected at an early date.

The bulletin is divided as usual into three parts: Part I, dealing with original investigations of essential oils; Part II is an industrial review, and prominent space is given to the flower harvest in the south of France. Part III is a review of recent publications on essential oils. The bulletin is illustrated by ten excellent full-page engravings.

GEORGE LUEDERS & Co., 427 Washington street, New York, have issued their April wholesale price list of essential oils, fruit oils and flavors, Lautier specialties, floral waters, vanilla beans, etc. The price list of L. Givaudan & Co., Geneva, is included, and there is in addition a complete and comprehensive market report on Messina essences, the various essential oils, vanilla beans and olive oils.

BLOC-ADDRESSES, edited by E. Chabanier, 41 Rue Vivienne, Paris, France.—This is a directory of manufacturers and dealers in perfumery, soaps, toilet preparations, essential oils, etc., all over the world. It is a volume of 150 pages and contains much information. The lists are arranged in such form that they can be consulted without any difficulty.

J. MANHEIMER, 28 Gold street, New York, has issued a complete price list, the first he has issued in quite some time, enclosed in a cover tinted with a beautiful shade of orchid. The catalogue gives quotations on essential oils, vanilla beans and other raw materials for perfumers, soap makers and flavoring extract manufacturers.

WEEKS ENGINEERING CORPORATION, 103 Park avenue, Newark, N. J., is sending out letter filers for its correspondents, which are illustrated with a picture of Weeks' automatic double labeler for jars and other containers.

M. B. MENASCHE, 44 Rambla de Catalunya, Barcelona, Spain, sends us price list of essential oils produced in Spain, including neroli, geranium and of thymol.

"SCIENTIFIC SELECTION OF PACKAGE DESIGNS," by Dr. Richard B. Franken, Advertising Department, New York University, published by the Robert Gair Co., Brooklyn, N. Y., is an interesting pamphlet devoted to the title subject.

"WHY THE WHOLESALE?" is a booklet reprinting the three prize essays written on the subject for the National Wholesale Druggists' Association in its recent competition. Requests for copies should be sent promptly to the office of the secretary, 99 Nassau street, New York.

FOREIGN TRADE FINANCING CORPORATION, 66 Broadway, New York, has issued a pamphlet giving full details about its purposes, and benefits to be derived from it by firms or individuals interested in foreign trade.

"SOME AUSTRALIAN ESSENTIAL OILS," by John K. Blogg, is a reprint of an article contributed by him to *Science and Industry*, and is issued by Blogg Bros. Proprietary, Ltd., Melbourne, of which Mr. Blogg is the director.

HOW TO GET SPECIALLY DENATURED TAX FREE ALCOHOL PERMIT.—H. W. Eddy, the bond man, St. Louis, Mo., who has prepared bonds and applications for permits for over 10,000 users of non-beverage spirits, has issued a circular giving information on this subject. Mr. Eddy prepares all government forms, applications for permits and the bonds and all other necessary declarations, ready for the signature of his applicants, thus relieving them of annoying delays and correspondence. Mr. Eddy receives the new formulas by wire from his attorneys in Washington the day the formulas are published, and those who desire copies sent to them from time to time, as published, should send their requests to Mr. Eddy, who will cheerfully send them, without charge.

GLASS FACTORY DIRECTORY, 1921, compiled by the National Glass Budget, Pittsburgh, Pa., price \$3, gives a complete list of factories in the United States and Canada, grouped by states and with the class, character of work and capacity indicated. An alphabetical index is provided. The Directory is a complete and handy compendium, including as it does information about the glass associations.

T. C. WHEATON Co., bottle blowers, Millville, N. J., send us a finely gotten up and illustrated catalogue and price list of bottles and glassware for the use of chemists, perfumers and laboratories, in addition to their extensive lines of special glassware. The catalogue is of convenient size and is thoroughly comprehensive. An index is a welcome feature.

"AMERICAN INDUSTRY IN THE WAR."—A report of the War Industries Board, by Bernard M. Baruch, chairman, printed at the Government Printing Office, Washington, is at hand. This book of 420 pages is a valuable compendium on the achievements of American industry in the war. It is full of interesting facts and is thoroughly indexed.

"GADABOUT."—A miniature magazine devoted to publishers, editors and department heads of corporation magazines, is here for April. It will interest persons in the field indicated and is published by the Association of Magazines of North America, 42 West 39th street, New York.

"STABILITY."—An occasional publication devoted to the interests of all who sell and buy paper, for March, furnishes trade information. It is published by the J. E. Linde Paper Co., Beekman and Cliff streets, New York.

"AMERICA LEADS THE WAY." April, 1921, is a special gravure news supplement containing illustrations bearing upon *The Market for Surplus American Raw Materials.* Copies can be had from the National Committee, 261 Madison avenue, New York City.

FINDEX Co., Call Building, San Francisco, sends us catalogue of its patented card index system, which, by means of punctured cards and sliding rods facilitates reference to cards appertaining to one or two more desired subjects.

The Older, the More Interesting.

(From J. F. Pound, Philadelphia representative for Dodge & Olcott Co., New York.)

One distinguishing feature that stands out very prominent with **THE AMERICAN PERFUMER** is the fact that the older it gets the more interesting it becomes.

NEW INCORPORATIONS.

Sardonyx Manufacturing Co., Inc., soaps, \$50,000 capital stock, has been incorporated in Delaware by E. Morley Page, Dallas, Texas; Willie H. Herring, Houston, Texas; J. E. Bryant, Buffalo.

Supersoap Products Co., Manhattan Borough, New York City, \$10,000 capital stock, has been incorporated by M. M. and J. Sokoloff, J. Stollmaker, 162 East 161st street, Bronx.

Kool Shav Products Corp., toilet articles, \$200,000 capital stock, has been incorporated in Delaware by Henry Weeg, Frank G. Barrie, New York; James G. Booth, Flushing, N. Y.

Diadem Co., 231 Summit avenue, Jersey City, to manufacture dental cream and patent medicines, etc., capital stock, \$50,000, of which \$1,000 is paid in, has been incorporated by Dr. Robert Willworth, Mildred L. Willworth and Benjamin Butzel.

Denta Derma Co., Inc., Boston, Mass., toilet and hygienic articles, \$100,000 capital stock, has been incorporated by Joseph D. Todd, Hubert P. Colton and Frederick O. Downes, all of Boston.

Lorimer Soap Co., 215 Englewood avenue, Chicago, \$100,000 capital stock, has been incorporated by Ding Eley, Wm. A. Miller, Dick Crotteau.

Purity Products Co., food flavors, \$150,000 capital stock, has been incorporated in Delaware by W. S. Endy, Leigh A. Johnson, James W. White, Germantown, Pa.

Parfay Co., of South Carolina, Dover, manufacture of syrups, extracts, \$100,000 capital stock, has been incorporated in Delaware.

Eureka Barbers' Fixtures Co., Brooklyn, N. Y., \$5,000 capital stock, has been incorporated by A. Miller, G. and A. Cusumano, 1,258 Myrtle avenue, Brooklyn.

Hospital Brand Products Co., Chicago, \$10,000 capital stock, drugs, sundries, toilet articles, has been incorporated in Illinois by David Quateman, Mollie Quateman and Anna Drucker.

Illinois Wholesale Drug & Manufacturing Co., 23 West Roosevelt street, Chicago, has been incorporated with a capital stock of \$300,000 to manufacture drugs, chemicals, medicinal preparations, toilet articles, flavoring extracts, etc., by George D., Joel and Antoinette Lipshulch.

Bergen Drug Co., Jersey City, manufacture drugs, oils, perfumes, whiskey, etc., \$100,000 capital stock, has been incorporated in New Jersey by Robert V. Smith, Thomas F. Flanagan and Julius A. Kepsel, all of Jersey City.

Hanson, Dunn & Co., Providence, R. I., manufacture soaps, \$20,000 capital stock, has been incorporated by Samuel Hanson, John F. Dunn and Louis W. Dunn.

Remo Trading Corp., Manhattan Borough, New York City, gloves and perfumery, \$10,000 capital stock, has been incorporated by V. and A. Renzetti, R. Morali; attorney, G. Ryall, 225 5th avenue.

Lotus Co., Inc., Newark, N. J., soaps, chemicals, oils, perfumes, etc., \$100,000 capital stock, has been incorporated by Walter S. Lefebvre, Newark; John C. Kelley, Jr., and Henry F. Graef, New York.

National Cork Products Co., Newark, N. J., to manufacture and deal in cork products, etc., \$100,000 capital stock, has been incorporated by Morris Uram, Leonard S. Lerman and James Deckert, all of Newark.

B. H. Turecan & Co., Brooklyn, N. Y., barbers' supplies, \$5,000 capital stock, has been incorporated by B. H.

Turecan, M. Grieco, T. S. Taranto; attorney, A. Madeo, 215 Montague St., Brooklyn.

Prosser Manufacturing Co., Dover, to manufacture toilet preparations, \$100,000 capital stock has been incorporated in Delaware by J. E. Prosser, J. S. Borrows, Jamestown, Pa., and Lewis Amy, Greenville, Pa.

Pabst Chemical Corporation, 324 Sherman St., Chicago, chemicals, drugs, medicines fertilizers, soaps, etc., capital not stated, has been incorporated by William Wallan, George W. Andress, Theodore Harbeck.

Aubrey Sisters Corp., toilet preparations, \$500,000 capital stock, has been incorporated in Delaware by J. M. Frere, J. A. Frere, M. A. Alexander, Wilmington, Del.

Nivel Beauty Co, Brooklyn, N. Y., make cosmetics, \$50,000 capital stock, has been incorporated by L. Hirschfeld, W. S. Berres, B. Levin, 740 Sutter Ave., Brooklyn.

C. A. Stevens Co., fruit flavors, \$50,000, capital stock, has been incorporated in Delaware by Pierre Debacker, Arthur C. Volbrecht, Hugh P. McGowan, Pittsburgh.

Antoinnes, Syracuse, N. Y., hair goods and toilet preparations, \$125,000 capital stock, has been incorporated by A. and A. A. Weiler, H. W. Killian; attorney, C. H. Carr, Syracuse.

Pacific Soap Base Co., Alhambra, Cal., \$50 capital stock, has been incorporated in California.

Edward R. Bule Chemical Corp., Manhattan Borough, New York City, soaps and cleaning preparations, \$30,000 capital stock, has been incorporated by E. R. Bule, C. F. Newinger, V. Masi; attorneys, Lee, Aron & Wise, 7 Dey St.

E. M. Laning, Inc., Manhattan Borough, New York City, chemists and druggists, \$50,000 capital stock, has been incorporated by E. M. Laning, R. C. Pursell, H. R. Bronk; attorney, J. A. O'Brien, 1402 Broadway.

Van Siclen Chemical Laboratories, Brooklyn, N. Y., \$100,000 capital stock, has been incorporated by N. Handler, J. T. Repton, W. H. Birken; attorney, I. Berson, 16 Court St., Brooklyn.

Falco Chemical Corp., Buffalo, N. Y., toilet preparations, \$10,000 capital stock, has been incorporated by F. H. Cofall, T. Locon, F. H. Beyer; attorney, S. B. Pfeifer, Buffalo.

Emil G. Feindel Co., Manhattan Borough, New York City, toilet preparations, \$5,000 capital stock, has been incorporated by M. Klein, A. Werner, H. E. Diamond; attorney, J. Klein, 120 Broadway.

Pell & Pallen, Manhattan Borough, New York City, perfumery, \$5,000 capital stock, has been incorporated by A. S. Pell, I. St. G. and C. McD. Pallen; attorney, C. D. Pallen, 3 East 38th street.

Minit Products Co., Buffalo, N. Y., makers of soaps, has been incorporated, with a capital stock of \$150,000, by C. Whitney and J. Kaufman, Buffalo.

Universal Collapsible Tube Co., Manhattan Borough, New York City, \$20,000 capital stock, has been incorporated by M. B. Robinson, R. Melnick, A. Ginsberg; attorney, H. S. Fried, 3 West 29th street.

Mano Products, Yonkers, N. Y., cosmetics, \$25,000 capital stock, has been incorporated by A. W. and L. Roberts and W. A. Johnson, Yonkers.

Entry in "Perfumer's" Life Member Club.

(From American Products Corporation, B. R. Stone, President, Reidsville, N. C.)

Please enter us for perpetual subscription. The best thing we get of its kind

IN MEMORIAM FOR DEPARTED FRIENDS.

BERGHAUSEN, EDWARD, of the E. Berghausen Chemical Co., Cincinnati, Ohio, April, 1918.

BINDERMAN, HENRY, retired soap manufacturer, Louisville, Ky., April, 1916.

BLEDSE, A. T., soap manufacturer, Cincinnati, Ohio, died in Covington, Ky., April, 1915.

BOSE, CHARLES M., vice-president Western Soap Co., San Diego, Cal., April, 1911.

BRUCE, G. A., soaps, Charlestown, N. H., April, 1909.

BULTMAN, RICHARD C., president of the A. P. Babcock Co., New York, April, 1919.

GREEN, DAVID F., formerly with D. F. Green & Co., vanilla beans, drugs, etc., New York, April, 1916.

HUNT, FRANK L., president and treasurer of the Franklin Soap Co., Cincinnati, Ohio, April, 1915.

JENKS, ARTHUR EDMUNDS, Hanson-Jenks Co., perfumers, New York City, April, 1911.

JURGENSEN, WILLIAM B. A., founder of W. B. A. Jurgensen Co., extracts, etc., Brooklyn, N. Y., April, 1916.

KEOUGH, THOMAS L., vice-president Chicago Perfumery, Soap and Extract Association, and Western representative of W. J. Bush & Co., Inc., New York, April, 1918.

LEIGH, CHARLES N., manufacturing perfumer and chemist, New York City, April, 1916.

LOWE, WILLIAM, president of William Lowe Barbers' Supply Co., Des Moines, Iowa, April, 1916.

MASSEY, GEORGE, senior partner of Lanman & Kemp, toilet specialties, drugs, etc., New York, April, 1915.

MENNEN, MRS. WILLIAM G., wife of the president of the Gerhard Mennen Chemical Co., Newark, April, 1918.

MULLER, A. J. A., retired from perfumery, essential oil and soap trades, Beverly, N. J., April, 1916.

RYAN, FRANK G., president of Parke, Davis & Co., Detroit, Michigan, April, 1920.

SCHWARTZ, MICHAEL, vice-president of M. Werk Co., Cincinnati, Ohio, April, 1915.

SICARD, HONORE, son of Pierre Sicard, olive oil producer, Cannes, France, April, 1919.

SMITH, GEORGE M., soaps, Montclair, N. J., April, 1911.

SMITH, ROWLAND H., president Alfred H. Smith Co., New York, U. S. representative Kerkoff, Paris, April, 1920.

SPRINGER, ISIDOR, retired from Imperial Metal Manufacturing Co., Long Island City, April, 1916.

STADLER, A. W., soaps, Cleveland, Ohio, April, 1913.

STICKLES, GEORGE, president of the Eastern Extract Co., Boston, Mass., April, 1915.

STILLWELL, A. A., of A. A. Stillwell & Co., essential oils, New York City, April, 1906.

TOMBAREL, JEAN HENRI MARIE, head of Tombarel Freres, Grasse, France, April, 1914.

WOODS, ROBERT L., of the American Extract and Supply Co., New York, April, 1918.

Obituary Notes

Timothy J. McCarthy, president of the Fletcher Coffee & Spice Co., Little Rock, Ark., died on March 31.

Thomas L. Briggs, 63 years old, died April 3 in his home, 188 Central avenue, Flushing, N. Y. Mr. Briggs was a member of the American Chemical Society, the Chemists' Club of New York and the Society of Chemical Industries. He leaves a widow and two children, one son being Prof. Thomas R. Briggs of Cornell University.

John B. Sagarra, Sr., first vice-president of the Sterling Extract Co., Inc., 104 Chambers street, New York City, died March 21.

PATENTS AND TRADE MARKS.

	LASHBROW 109132		116916		118050	USAVE 120609		121608		121609
	123141		117249		118050		120609		121608	
	127216		123585		118050		120609		121608	
	127264		123585		118050		120609		121608	
	127444		123585		118050		120609		121608	
	130763		123585		118050		120609		121608	
	130763		123585		118050		120609		121608	
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	130763		123585		118050		120609		121608	

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade-marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted. The "D" illustrations are described under "Designs Patented."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,
Perfumer Pub. Co. 14 Cliff St., New York.

TRADE-MARK REGISTRATIONS APPLIED FOR

109,132.—Lashbrow Laboratories Co., St. Louis, Mo. (Filed Feb. 20, 1918. Used since January, 1912.)—Preparation for Beautifying and Promoting Growth of Eyelashes and Eyebrows.

116,916.—Dora Bee, Memphis, Tenn. (Filed Mar. 26, 1919. Used since May, 1912.)—Toilet Face-Powder.

117,249.—The Renner Company, Youngstown, Ohio. (Filed Apr. 7, 1919. Used since Mar. 1, 1919.)—Non-Alcoholic Beverage Made from Hops, Malt and Cereals, Sold as a Soft Drink. The Alcoholic Content of the Beverage is Never in Excess of Four-Tenths of One Per Cent.

118,050.—Martin Iverson, Minneapolis, Minn. (Filed May 1, 1919. Used since Dec. 5, 1917.)—Detergent Materials.

120,609.—Dello A. Holcomb, Youngstown, Ohio. (Filed July 16, 1919. Used since Jan. 16, 1916.)—Glass and Enamel Cleaner and Polisher; a Cleaner and Polisher for Metal and Wood Work.

121,608.—Tuskeloid Co., Inc., New York, N. Y. (Filed Aug. 12, 1919. Used since July 1, 1916.)—Powder Boxes, Hair Receivers, Pin Trays, Perfume Bottles, Vases, Pin and Jewel Boxes, Cotton Containers, Hairpin Holders, Hatpin Holders, Soap Boxes in Nature of Dishes, Tooth Brush and Paste Tubes, Powder-Can Holders in Nature of Receptacles, Salve-Jars, and Vanity Boxes. All Made of Pyroxylin.

121,609.—Tuskeloid Company, Inc., New York, N. Y. (Filed Aug. 12, 1919. Used since July 1, 1916.)—Powder Boxes, Hair Receivers, Pin Trays, Perfume Bottles, Vases, Pin and Jewel Boxes, Cotton Containers, Hairpin Holders, Hatpin Holders, Soap Boxes in Nature of Dishes, Tooth Brush and Paste Tubes, Powder Can Holders in Nature of Receptacles, Salve-Jars and Vanity Boxes.

122,141.—Uzum Products Co., Inc., New York, N. Y. (Filed Aug. 29, 1919. Used since 1915.)—Waterless Soap.

122,381.—Francisco Angulo, Madrid, Spain. (Filed Sept. 6, 1919. Used since Dec. 22, 1909.)—Soap.

122,382.—Francisco Angulo, Madrid, Spain. (Filed Sept. 6, 1919. Used since April 10, 1919.)—Soap.

122,565.—Edward G. Broderick, New York, N. Y. (Filed Sept. 11, 1919. Used since Aug. 7, 1919.)—Cleansing Compound for Cleaning Clothes, Linens, Laces, Woolens, and All Fine Fabrics, Dishes, Pots and Pans.

125,304.—Read Drug and Chemical Company, Baltimore, Md. (Filed Nov. 25, 1919. Used since Apr. 24, 1919.)—Face Powder and Talcum Powder.

- 126,304.—Emma R. Browne, San Francisco, Calif. (Filed Dec. 22, 1919. Used since about July, 1917.)—Laundry and Cleaning Powder.
- 126,351.—Chemical Works Flora, Dubendorf, Switzerland. (Filed Dec. 23, 1919. Used since July 26, 1919.)—Concentrated Artificial Fruit-Oils.
- 127,838.—Saenger Brothers, Shreveport, La. (Filed Jan. 31, 1920. Used since 1919.)—Tooth-Paste.
- 127,906.—Leon W. Estilow, Burlington, N. J. (Filed Feb. 3, 1920. Used since Jan. 22, 1920.)—Foot-Powder.
- 130,452.—Henry Thayer & Co., Inc., Cambridge, Mass. (Filed Mar. 31, 1920. Used since Mar. 5, 1920.)—Dental Cream, Medicinal Dusting Powder, Nerve and Bone Pain Liniment, Bath Tablets, Laxative Cold-Tablets, Liquid Court Plaster, Toothache Gum, Cold Sore Remedy, Wart 31, 1920. Used since 1919.)—Tooth-Paste.
- and Corn Remover.
- 130,854.—Shores-Mueller Company, Cedar Rapids, Iowa. (Filed April 8, 1920. Used since about January, 1914.)—Perfumery.
- 131,006.—Aleathia Delilah Franklin, Daytona, Fla. (Filed Apr. 12, 1920. Used since Nov. 9, 1919.)—Hair Grower, Pressing-Oil; Tempolean, a Special Preparation for Aiding the Growth of Hair on the Temples, a Preparation for Tetter, and Shampoo.
- 132,976.—Edward T. Beiser Co., New York, N. Y. (Filed May 26, 1920. Used since May 29, 1920.)—Natural and Synthetic Liquid Lower-Oils Suitable for the Production of Perfumes.
- 133,425.—Nyal Company, Detroit, Mich. (Filed June 8, 1920. Used since May 17, 1919.)—Toilet Preparation—viz., Talcum-Powder.
- 134,618.—The J. B. Williams Company, Glastonbury, Conn. (Filed July 6, 1920. Used since about the early part of December, 1887, as to the shaving-cream, since about the month of July, 1910, as to the shaving-powder, since about the month of August, 1885, as to the shaving-stick, and since about the month of November, 1915, as to liquid shampoo.)—Shaving-Cream in the Nature of a Soap for Shaving Purposes, Shaving-Powder in the Nature of a Soap for Shaving Purposes, Shaving-Stick, and Liquid Soap Especially Prepared for Shampoo Purposes.
- 135,448.—Emanuel Klein, New York, N. Y. (Filed July 27, 1920. Used since Apr. 10, 1920.)—Pure Fat, Salad-Oil, and Cooking-Oil.
- 135,565.—Mulhens & Kropff, Incorporated, New York, N. Y. (Filed July 29, 1920. Used since the year 1878.)—Cold-Cream, Vanishing Cream, Honey-Jelly Cream, Sachet Powder, Toilet Powder, Face Powder, Bath Salts, Smelling Salts, Dental Preparations, Finger Nail Preparations, and Hair-Tonic.
- 135,720.—Maxson F. Judell, New York, N. Y. (Filed Aug. 2, 1920. Used since June 24, 1920.)—Toilet Soaps, Shaving-Soap, Shaving-Cream Which Provides Lather for Shaving.
- 135,767.—Rosa B. Shields, Omaha, Nebr. (Filed Aug. 3, 1920. Used since Mar. 21, 1920.)—Hair-Grower.
- 136,315.—H. S. Scranton, Florence, Colo. (Filed Aug. 20, 1920. Used since June 5, 1920.)—Preparation in Powder Form for the Cleansing of False Teeth.
- 136,477.—Blanche W. Moe, Chicago, Ill. (Filed Aug. 25, 1920. Used since Aug. 12, 1920.)—Face Powders, Face-Cream, Perfumes, Toilet Waters, Rouges, Hair-Tonics, Dentifrices, Tooth-Powders, Nail-Polishes, Deodorizing Preparations, and Sachet-Powders.
- 136,500.—American Laboratories, Incorporated, Richmond, Va. (Filed Aug. 26, 1920. Used since Apr. 16, 1919.)—Cold-Cream, Shaving Lotion.
- 136,583.—The Crown Chemical Co., Indianapolis, Ind. (Filed Aug. 28, 1920. Used since Feb. 28, 1917.)—Cold-Cream, Vanishing Cream, Skin-Lotion, Rouge, Healing-Cream, Depilatory, Preparation for Use on Chafed Skin, Bath-Powder, Bath-Tablets, Beautifier, Shampoo, Face-Powder, Talcum Powder, Toilet Water, and Perfume.
- 136,701.—Evelina F. Gomi, New York, N. Y. (Filed Sept. 1, 1920. Used since Sept. 4, 1915.)—Incense.
- 136,763.—Bunyan Robins, Richmond, Va. (Filed Sept. 2, 1920. Used since 1900.)—A Hair Dressing of the Petroleum-Jelly Type.
- 136,899.—Elizabeth D. Lennox, Los Angeles, Calif. (Filed Sept. 7, 1920. Used since May 3, 1917.)—Toilet Preparation to Prevent Excessive Perspiration.
- 137,020.—E. E. Whitely, Temple, Texas. (Filed Sept. 9, 1920. Used since July 1, 1920.)—Shampoo.
- 137,170.—John Harris Griffith, Marietta, Ga. (Filed Sept. 14, 1920. Used since April 15, 1919.)—Treatment of the Hair and Scalp.
- 137,238.—Geo. M. Ryrie Company, Alton, Ill. (Filed Sept. 15, 1920. Used since June 19, 1920.)—Flavoring Extracts.
- 137,363.—Domenico Costarella, New York, N. Y. (Filed Sept. 29, 1920. Used since August, 1914.)—Hair Tonic.
- 137,400.—R. H. White Company, Boston, Mass. (Filed Sept. 20, 1920. Used since Sept. 13, 1920.)—Toilet Waters, Perfumes and Extracts, Cold Cream, Facial Cream, Talcum Powder, Cologne.
- 137,413.—The Glover Company, Los Angeles, Calif. (Filed Sept. 21, 1920. Used since about September 10, 1920.)—Preparation for the Scalp—Namely, Hair-Tonic and Liquid Shampoo.
- 137,446.—J. B. Carlsbergh, Seattle, Wash. (Filed Sept. 22, 1920. Used since Sept. 11, 1920.)—Liniment for Eczema.
- 137,545.—Herbert W. Smith, Washington, D. C. (Filed Sept. 23, 1920. Used since July 1, 1920.)—Bath Salts.
- 137,618.—H. Kohnstamm & Co., New York, N. Y. (Filed Sept. 25, 1920. Used since June 19, 1919.)—Paste Colors for Foods and Ingredients.
- 137,727.—H. A. Cassebeer, Inc., New York, N. Y. (Filed Sept. 29, 1920. Used since Sept. 20, 1920.)—Hair-Tonic.
- 137,749.—The Standard Sanitary Specialties Company, Inc., Jersey City, N. J. (Filed Sept. 29, 1920. Used since February, 1920.)—Shaving-Cream to be Used Before Shaving.
- 137,778.—Imperial Pharmaceutical Company, New York, N. Y. (Filed Sept. 30, 1920. Used since about August, 1920.)—Tonic for Hair and Scalp, Dandruff-Remover, and Germicide.
- 137,863.—Rosa D. St. Clair, San Antonio, Tex. (Filed Oct. 2, 1920. Used since Jan. 1, 1913.)—Hair-Grower, Pressing-Oil, Temple-Grower, Hair-Tonic, Complexion-Cream, Cold-Cream, and Developing Cream.
- 138,167.—Goldson R. Henderson, Detroit, Mich. (Filed Oct. 11, 1920. Used since Feb. 21, 1919.)—Hair-Restorer.
- 138,210.—Abner C. Clark, Worcester, Mass. (Filed Oct. 12, 1920. Used since Feb. 21, 1920.)—A certain Ointment or Massage-Cream.
- 138,235.—Annie L. Russell, Philadelphia, Pa. (Filed Oct. 12, 1920. Used since May 1, 1920.)—Hair-Grower Salve and a Salve for Dressing and Beautifying the Hair.
- 138,252.—Robinson A. Cassidy, New York, N. Y. (Filed Oct. 13, 1920. Used since Sept. 1, 1920.)—Disinfectants.
- 138,294.—Miller, Lambert Chemical Co., Inc., Columbia, S. C. (Filed Oct. 14, 1920. Used since Sept. 21, 1920.)—Face-Cream, Cold-Cream, Vanishing Cream, and Hair Dressing.
- 138,393.—Est. Henry C. Miller, Inc., New York, N. Y. (Filed Oct. 16, 1920. Used since 1918.)—Face-Powders, Rice-Powders, Sachet-Powders, Talcs, Face-Creams, Cold-Creams, Perfumes, Toilet Waters, Rouges, Rouge Compacts, Hair-Tonics, Hair-Lusters, Hair-Colorings, Facial Paints, Dentifrices, Tooth-Powders, Nail-Polishes, and Deodorizing Preparations.
- 141,100.—Diozine Chemical Co., Ludlow, Vt. (Filed Dec. 15, 1920. Used since July 1, 1895.)—Cleaning Composition for Fabrics.
- 141,268.—Anderson D. Honeycut, Gatesville, Tex. (Filed Dec. 18, 1920. Used since Oct. 30, 1920.)—Soap for Cleaning and Polishing Eyeglasses, Spectacles and Goggles.
- 141,593.—Littauer Oil Company, Guttentberg, N. J. (Filed Dec. 28, 1920. Used since Oct. 1, 1920.)—Edible Vegetable Oils.
- 141,677.—Globe Cleansing Products Corporation, Paterson, N. J. (Filed Dec. 30, 1920. Used since Dec. 23, 1920.)—Powder Compound Soluble in Water, in Itself Non-saponaceous, Used in Solution as a General Cleanser.
- 141,710.—Wellman-Peck & Co., San Francisco, Calif. (Filed Dec. 30, 1920. Used since Nov. 2, 1920.)—Olive Oil.

- 141,721.—The Globe Soap Co., Cincinnati, Ohio. (Filed Dec. 31, 1920. Used since May, 1919.)—Soap.
 142,214.—Richard Hudnut, New York, N. Y. (Filed Jan. 13, 1921. Used since Aug. 23, 1920.)—Soap.

TRADE-MARK REGISTRATIONS GRANTED.

(Act of March 19, 1920)

- 141,047.—Pond's Extract Co., New York, N. Y. (Filed Oct. 6, 1920. Serial No. 138,018. Used since September, 1907.)—Vanishing Cream.

TRADE-MARK REGISTRATIONS GRANTED.

(Act of February 20, 1905)

- 140,071. Hair-Salve. Rafael Garcia Anguera, Brownsville, Tex. Filed June 3, 1920. Serial No. 133,197. Published October 26, 1920.
 140,074. Food-Flavoring Extract of Vanilla Compound. Aveco Products Co., Chicago, Ill. Filed August 6, 1920. Serial No. 135,834. Published November 9, 1920.
 140,075. Nail-Polish. Theodore F. Bahr, Weehawken, N. J. Filed March 17, 1920. Serial No. 129,822. Published October 12, 1920.
 140,078. Fluid Resins Suitable For the Production of Perfumes. Edward T. Beiser Co., New York, N. Y. Filed May 26, 1920. Serial No. 132,975. Published October 12, 1920.
 140,110. Bathroom and Kitchen Cleanser. Douglas Nu-Wa Co., Crete, Nebr. Filed September 15, 1920. Serial No. 137,216. Published October 26, 1920.
 140,116. Mouth Wash and Lotion. George W. Emerson, Washington, D. C. Filed August 16, 1920. Serial No. 136,153. Published October 19, 1920.
 140,124. Hair-Tonic. Arthur Frank Foster, Los Angeles, Calif. Filed May 5, 1920. Serial No. 132,043. Published October 12, 1920.
 140,137. Skin-Lotion. William James Hanns, Cincinnati, Ohio. Filed January 28, 1920. Serial No. 127,686. Published October 12, 1920.
 140,142. Skin-Lotion. Hertz & Williams, Santa Cruz, Calif. Filed March 22, 1920. Serial No. 130,037. Published October 19, 1920.
 140,143. Certain Named Toilet Preparations. Arthur L. Hill, New York, N. Y. Filed March 13, 1920. Serial No. 129,633. Published October 26, 1920.
 140,144. Perfumes. W. R. Hollingshead Company, Birmingham, N. Y. Filed March 27, 1920. Serial No. 130,273. Published October 12, 1920.
 140,146. Disinfectants and Deodorants. Ideal Disinfectant Corporation, New York, N. Y. Filed April 21, 1920. Serial No. 131,426. Published October 12, 1920.
 140,153. Hair-Bleach. Joseph Henry Karp, New York, N. Y. Filed June 8, 1920. Serial No. 133,421. Published November 2, 1920.
 140,155. Ointment For The Skin. T. J. Kean, Philadelphia, Pa. Filed May 29, 1920. Serial No. 133,093. Published October 19, 1920.
 140,156. Cocoa-Butter Cream. The Klinker Manufacturing Co., Cleveland, Ohio. Filed March 22, 1920. Serial No. 130,046. Published October 19, 1920.
 140,164. Perfumes. Ernest Loewenstern, Madrid, Spain. Filed March 26, 1920. Serial No. 130,228. Published October 19, 1920.
 140,166. Medicated Toilet Powder. Joseph M. Lynch, St. Louis, Mo. Filed April 2, 1920. Serial No. 130,541. Published October 26, 1920.
 140,170. Soap-Oil For Certain Named Purposes. The Metal Lubricant Company, Philadelphia, Pa. Filed May 6, 1920. Serial No. 132,102. Published October 26, 1920.
 140,172. Remedy for Scalp and for the Hair. Janie Miller, Birmingham, Ala. Filed May 19, 1920. Serial No. 132,652. Published October 12, 1920.
 140,201. Hair-Tonic. Louis Roma, Toledo, Ohio. Filed April 12, 1920. Serial No. 131,013. Published October 12, 1920.
 140,236. Toilet Water, Perfume Extract, Sachet and Talcum Powder. A. A. Vantine & Co., Inc., New York and Long Island City, N. Y. Filed April 8, 1920. Serial No. 130,863. Published October 26, 1920.
 140,237. Powder Used to Soften and Perfume Water. Joshua Edward Vaughn, Los Angeles, Calif. Filed June 12, 1920. Serial No. 133,640. Published October 26, 1920.
 140,241. Cleanser for Hands, Silverware, Shampoo, Bath, Garments, Lingerie, Laundry-Work, Carpets, and Rugs. Usit Manufacturing Co. of America, Inc., Brooklyn, N. Y. Filed September 7, 1920. Serial No. 136,924. Published October 26, 1920.
 140,245. Lotion for Treating the Complexion. Mae Edna Wilder, Rochester, N. Y. Filed March 19, 1920. Serial No. 129,958. Published October 19, 1920.
 140,248. Preparation for the Treatment of the Scalp and Hair to Combat Baldness. Solferino Zampini, New York, N. Y. Filed March 26, 1920. Serial No. 130,253. Published October 19, 1920.
 140,345. Certain Named Medicinal, Toilet and Pharmaceutical Preparations. Chesebrough Manufacturing Company, Consolidated, New York, N. Y. Filed July 14, 1920. Serial No. 134,935. Published November 30, 1920.
 140,346. Certain Named Medicinal, Toilet and Pharmaceutical Preparations. Chesebrough Manufacturing Company, Consolidated, New York, N. Y. Filed June 26, 1920. Serial No. 134,240. Published November 30, 1920.
 140,354. Lubricating Oils and Greases. Crew Levick Company, Philadelphia, Pa. Filed July 17, 1920. Serial No. 135,089. Published November 2, 1920.
 140,358. Skin-Lotion. Cuttner Chemical Company, Eau Claire, Wis. Filed June 1, 1920. Serial No. 133,128. Published November 2, 1920.
 140,368. Skin-Lotion. The Dryzol Chemical Co., Buffalo, N. Y. Filed June 7, 1920. Serial No. 133,351. Published November 2, 1920.
 140,379. Laundry Soap. A. Escudero & Co., Inc., San Juan, Porto Rico. Filed July 20, 1920. Serial No. 135,202. Published November 2, 1920.
 140,397. Bleach and Toilet Cream Particularly for Use by Colored Persons. Frank J. Hawkins, Dallas, Tex. Filed May 10, 1920. Serial No. 132,251. Published November 2, 1920.
 140,419. Semi-Medicinal Toilet Preparation—viz., Antiseptic Skin Emollient or Ointment. The La Valliere Company, New Orleans, La. Filed June 23, 1920. Serial No. 134,073. Published November 2, 1920.
 140,420. Shampoo for the Hair. The La Valliere Co., New Orleans, La. Filed June 10, 1920. Serial No. 133,544. Published November 23, 1920.
 140,435. Antiseptic Powder. Sharp & Dohme, Baltimore, Md. Filed July 16, 1920. Serial No. 135,081. Published November 2, 1920.
 140,445. Antiseptic, Deodorant, Disinfectant, and Germicide Ointment. Tersin Products Company, Red Bank, N. J. Filed June 1, 1920. Serial No. 133,171. Published November 2, 1920.
 140,453. Flavoring Materials for Foods. The Tisco Company, Chicago, Ill. Filed July 8, 1920. Serial No. 134,736. Published November 2, 1920.
 140,470. Shaving-Soap. The J. B. Williams Company, Glastonbury, Conn. Filed August 9, 1919. Serial No. 121,503. Published November 2, 1920.
 140,496. Olive-Oil. P. Monteverde & Co., San Francisco, Calif. Filed May 24, 1920. Serial No. 132,873. Published August 3, 1920.
 140,554. Toilet Preparations. Berry, Demoville & Company, Nashville, Tenn. Filed July 8, 1920. Serial No. 134,691. Published November 16, 1920.
 140,578. Cold-Cream, Massage-Cream, and Toilet Cream. Franklin W. Cheek, Tracy City, Tenn. Filed June 22, 1920. Serial No. 134,011. Published November 9, 1920.
 140,615. Orange Extract and Orange-Syrup Used in the Making of Soft Drinks and Orangeade. Kamm & Schellinger Co., Mishawaka, Ind. Filed August 24, 1920. Serial No. 136,419. Published November 9, 1920.
 140,620. Antiseptics and Dentifrices. Herbert E. Kraft, Milwaukee, Wis. Filed June 9, 1920. Serial No. 133,478. Published November 16, 1920.
 140,676. Hair-Restorer. Antonie L. Schreiber, Baltimore Md. Filed June 2, 1920. Serial No. 133,193. Published November 9, 1920.
 140,738. Soap Paste or Compound Cleaner for Home

and Factory Use. William L. Arthur, Norwood, Ohio. Filed August 9, 1919. Serial No. 121,434. Published November 23, 1920.

140,740. Caustic Soda. B. T. Babbitt, Inc., New York, N. Y. Filed June 2, 1920. Serial No. 133,179. Published November 30, 1920.

140,758. Pomade for the Hair. The Boyd Manufacturing Company, Inc., Birmingham, Ala. Filed April 24, 1920. Serial No. 131,559. Published November 23, 1920.

140,762. Nail-Polish and Paste for Coloring the Nails. Rose Brueck, New York, N. Y. Filed October 17, 1919. Serial No. 123,873. Published March 2, 1920.

140,763. Preparation to Promote the Growth of Hair. Chas. Bufford, Pontiac, Mich. Filed April 26, 1920. Serial No. 131,625. Published November 23, 1920.

140,778. Certain Named Toilet Preparations and a Laundry Bluing. Mrs. Estella Collings, El Reno, Okla. Filed April 10, 1920. Serial No. 130,948. Published November 23, 1920.

140,780. Hair-Cream. Columbia Perfume Company, Pittsburgh, Pa. Filed January 22, 1920. Serial No. 127,469. Published November 23, 1920.

140,789. Certain Toilet Preparations. Madame De Florence Hair Specialty Co., Cincinnati, Ohio. Filed April 9, 1920. Serial No. 130,909. Published November 23, 1920.

140,790. Perspiration-Deodorizing Cream for Use Upon the Person. Denney & Denney, Philadelphia, Pa. Filed October 1, 1919. Serial No. 123,308. Published November 23, 1920.

140,791. Complexion-Powder. The De Pree Chemical Company, Holland, Mich. Filed November 17, 1919. Serial No. 124,977. Published April 6, 1920.

140,800. Hair-Tonic. Morris Falcon, New York, N. Y. Filed May 11, 1920. Serial No. 132,302. Published November 23, 1920.

140,807. Flavoring for Foods. Garrett and Company, Incorporated, Penn Yan, N. Y. Filed October 29, 1919. Serial No. 124,302. Published November 23, 1920.

140,819. Hair-Tonic. James Lindon Hall, Buffalo, N. Y. Filed March 23, 1920. Serial No. 130,098. Published September 7, 1920.

140,824. Spices, Tea, Table Sauces, Flavoring Extracts for Foods, Barley, Tapioca, and Corn-Starch. The Heekin Spice Company, Cincinnati, Ohio. Filed January 24, 1918. Serial No. 108,613. Published November 23, 1920.

140,834. Soap. Houbigant, Inc., New York, N. Y. Filed September 13, 1920. Serial No. 137,122. Published November 23, 1920.

140,853. Face-Powder. Mrs. Rudolph Karschnick, Detroit, Mich. Filed May 7, 1920. Serial No. 132,142. Published November 23, 1920.

140,876. Perfumes, Toilet Water, Toilet Creams, Dental Creams, Talcum Powder, Sachet and Dental Powders. The Lundborg Company, Inc., New York, N. Y. Filed March 15, 1920. Serial No. 129,732. Published November 23, 1920.

140,902. Certain Named Toilet Preparations. The Morgan Laboratories, Toledo, Ohio. Filed May 15, 1920. Serial No. 132,476. Published November 23, 1920.

140,909. Certain Named Toilet Preparations. The Mutual Drug Company, Denver, Colo. Filed July 30, 1919. Serial No. 121,123. Published March 16, 1920.

140,913. Soap. National Wood Renovating Company, Kansas City, Mo. Filed October 6, 1919. Serial No. 123,493. Published November 23, 1920.

140,914. Certain Named Toilet Preparations. Nazma Mfg. Co., Inc., New York, N. Y. Filed July 12, 1919. Serial No. 120,493. Published November 30, 1920.

140,915. Certain Named Toilet Preparations. Nazma Mfg. Co., Inc., New York, N. Y. Filed August 4, 1919. Serial No. 121,258. Published November 30, 1920.

140,920. Massage-Cream, Cold-Cream, Hair-Tonic, Toilet Water, Camphor Cream, Greaseless Cream, and Shampoo. Pacific Coast Barber Supply Co., Seattle, Wash. Filed May 24, 1920. Serial No. 132,882. Published November 30, 1920.

140,923. Soaps. The Palmolive Company, Milwaukee, Wis. Filed September 7, 1920. Serial No. 136,912. Published November 23, 1920.

140,939. Antiseptic in the Form of Powder, Tablets, and Cream. Preston Chemical Company, Inc., Brooklyn, N. Y. Filed August 14, 1919. Serial No. 121,678. Published November 23, 1920.

140,962. Massage and Skin Curative. Minnie G. Scott, Chicago, Ill. Filed May 14, 1920. Serial No. 132,451. Published November 30, 1920.

140,968. Certain Named Medicinal Preparations. Shores-Mueller Company, Cedar Rapids, Iowa. Filed April 13, 1920. Serial No. 131,092. Published November 30, 1920.

140,972. Rice-Powder. Société Anonyme Parfumerie Ramses, Paris, France. Filed May 18, 1920. Serial No. 132,612. Published November 30, 1920.

140,984. Toilet Preparations—Namely, Tissue-Builder, Strawberry Cream for Cleansing the Skin, and Vanishing Cream. Edith Stormer, Peoria, Ill. Filed May 17, 1920. Serial No. 132,567. Published November 30, 1920.

140,991. Talcum Powder, Face Powder, and Toilet Water. Talcum Puff Company, Brooklyn, N. Y. Filed November 25, 1919. Serial No. 125,309. Published November 23, 1920.

141,002. Certain Named Toilet Preparations. V. Vivaudou, Inc., New York, N. Y. Filed January 7, 1920. Serial No. 126,914. Published November 23, 1920.

141,015. Antiseptic Tooth-Powder. E. A. Welters, Jacksonville, Fla. Filed September 15, 1919. Serial No. 122,742. Published November 23, 1920.

PATENTS GRANTED

1,370,824. Soap. Edward Thorndike Ladd, Niagara Falls, N. Y. Filed May 12, 1920. Serial No. 380,851. 4 Claims. (Cl. 87—5.) A soap suitable for toilet and laundry purposes, containing an antiseptic compound and having entrained therein a sufficient quantity of chlorin gas to give it antiseptic and bleaching properties and sufficient to cause said soap to float, substantially as described.

1,373,933. Citrus-Juice Powder. Shirley L. Ames, New York, N. Y. Filed May 3, 1919. Serial No. 294,553. 3 Claims. (Cl. 99—5.) A new article of manufacture consisting of a self-preserving powder of dry solids comprising substantially in nature's proportions and chemical conditions all the solids of the natural juice of a citrus fruit as they exist immediately after extraction from the fruit.

DESIGNS PATENTED

57,312. Sifter-Top Can or Similar Receptacle. Martha Halowell Connor, Baltimore, Md., assignor to The Tin Decorating Company of Baltimore, Baltimore, Md., a Corporation of New Jersey. Filed June 26, 1919. Serial No. 307,017. Term of patent 7 years.

57,364. Cosmetic-Bottle and Massage Device. John Olov Linden, Albuquerque, N. Mex. Filed Aug. 31, 1920. Serial No. 407,277. Term of patent 14 years.

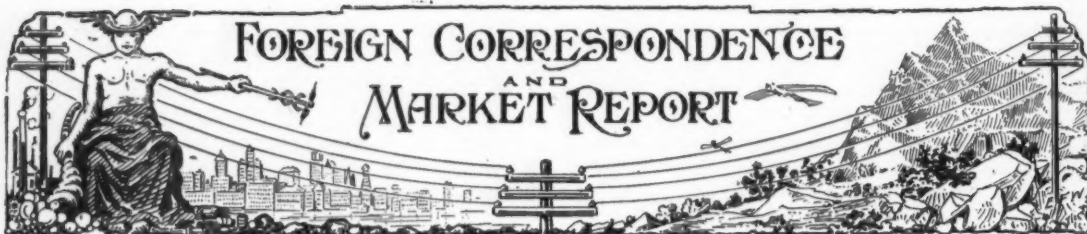
57,444. Jar. John W. Reed, Chicago, Ill., assignor to Paris Toilet Company, Paris, Tenn., a Corporation of Tennessee. Filed Nov. 3, 1919. Serial No. 335,559. Term of patent 3½ years.

Registration of Trade-Mark "Eclipse" in Argentina.

The Boletín Oficial of Argentina for November 22, 1920, contains an application by Cabaut y Compañía, made October 15, 1920, for the registration of the trade-mark "Eclipse" for a number of articles, including perfumery and toilet articles. As Argentina ownership of a trade-mark is based on priority of registration, and not of use, it is suggested that American owners of the trade-mark "Eclipse" who have not authorized the Argentine firm to obtain registration, institute action for annulment.

Registration of Trade-Mark "Excelsior" in Salvador.

The Diario Oficial of Salvador for February 10, 1921, contains an application made on February 8, 1921, by Señor don Fernando G. Prieto, of San Salvador, for the registration of the trade-mark "Excelsior" for a long list of articles, including oils, essences, soaps for all uses, dyes, perfumery and toilet articles. Priority of registration, not of use, governs and American owners of the trade-mark "Excelsior" who object should do so promptly.



ALGERIA.

FOREIGN TRADE.—In the first nine months of 1920 Algeria's imports included these items: Perfumery of all kinds, \$3,914,619; unscented soaps, \$5,727,854. Exports: Geranium oil, \$295,676; olive oil, \$454,901; ordinary soap, \$181,227.

DUTCH INDIES.

SANDALWOOD OIL.—In view of the fact that sandalwood is exported from the Dutch Indies, whereas sandalwood oil, amounting to about 440 kilos annually, has to be imported from British India, the Department of Commerce and Agriculture of the Government of the Dutch Indies has undertaken an investigation of the question of preparing sandalwood oil on the spot. The difficulty to be overcome consists in solving the problem of cutting the wood prior to distillation, and it is proposed to undertake experiments with a view to reducing it to shavings. It was found that on distillation of 38 kilos. of sandalwood, 1,023 c.c. of oil were obtained, corresponding to a content of 2.6 per cent of oil.

FRANCE.

LYONS FAIR.—The Lyons Fair this spring afforded an opportunity of inspection of many of the latest industrial products, which were priced far below any that have been seen since 1914. No less than 2,500 firms exhibited, including 80 in the perfumery industry. There were seven exhibitors from the United States.

ITALY.

LEMON OIL INDUSTRY.—Under the auspices of the Camera Agrumaria on February 12, there was constituted in Messina the S. C. I. A. Società Anonima Cooperativa fra industriali agrumari della Sicilia e della Calabria (Co-operative Society among Citrus Industrials of Sicily and Calabria). The Society's head office is in Messina. Its capital is not limited. Its duration is fixed at ten years. The society has for principal aims the protection of the industry and commerce of the citrus essential oils, fixing just prices for said oils, and avoiding excessive discrepancies. It advances funds only to its members who are producers of lemon oil, against consignments and solid guarantees. It makes loans upon depots of essential oil of lemon and other oils produced by its members. It provides for setting up business and the management of general warehouses, as well as the supply of the raw material necessary for the manufacture of derivatives.

The Council of Administration was formed as follows: Cav. Avv. Antonino Germanà, president; Vittorio Caminiti, councillor delegate; Cav. Prof. Giuseppe Bosurgi, Pietro Caminiti, Giuseppe De Pasquale, Avv. Ernesto Gugliotta,

(Continued on page 74)

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

Unstable conditions prevail throughout the essential oil lines, prices having been subjected to some rather keen cutting as the result of the rivalry among the various selling factions. The second quarter of the year opened with evidences of business recovery in not a few directions, but progress would be better if more of the consuming element would depart from the policy of only taking supplies for current requirements. At present as for many months past, most transactions are only of moderate size although it is gratifying to note that the number is increasing. Whether existing hand to mouth conditions of demand will give way to anticipatory purchases in the near future is a matter of conjecture. In some quarters such a development is not looked forward to until the trade has definitely taken a firm stand in the matter of price.

In considering the essential oil outlook in a broad way it is pertinent to note that agents of Central European countries have been busier than ever during the last few months in chasing the dollar. It must be remembered also that considerable quantities of goods were brought in at ridiculously low prices on account of the favorable exchange rates which some of the European countries enjoy. The low value of the mark aided the sale of those products which were produced from raw materials indigenous to the other side of the pond, while domestic productions were suffering because the same depreciation of European money values on this side has practically shut off all exporting of domestic products.

The material rise which has taken place in lire has failed to stimulate the market for Messina essences. In fact, lemon oil has declined further as the result of the pressure of distressed material which has been on offer. The outlet for lemon oil is fair, but there is not sufficient buying power behind the market to absorb the huge quantities which have been offering. Italian shippers have moderated their views as to price materially, and this has been a contributing factor in the decline.

Some of the leading French products are weaker. Oil of geranium is down 25 to 50 cents a pound, while U. S. P. lavender is quoted at 75 cents under previous figures. A new stock of Bourbon vetiver oil has come on the market at prices showing decline of \$1.50 to \$2 from previous levels. It appears that French shippers have modified their views on some of their productions although others are still held at abnormally high figures. Patchouli remains at previous figures and is meeting a rather good demand.

Competitive conditions continue in some of the Far Eastern and Latin American products. Thus we have the spectacle of bois-de rose femelle selling fully 75 cents under previous figures, while sandalwood is comparatively weak at \$1 under previous figures. The bottom fell out of Australian eucalyptus oil a couple of months ago and no demand of consequence has been seen since. Clove oil is an exception to the list of declines, prices being firmer in sympathy with the stronger trend of the spice market.

The weakness of peppermint is the outstanding feature of the domestic market, this being accounted for by the

(Continued on page 74)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS

Almond Bitter, per pound.	\$7.75-
Almond, S. P. A.	8.25-8.50
French	.55-.60
English	.75-.80
Almond, F. F. C.	2.25-2.40
Almond, Sweet True.	.50-.55
Almond, Peach-Kernel	.37-.45
English	.75-.80
Amber, Crude	1.25-1.40
Amber, Rectified	1.70-1.80
Amyris balsamifera	5.50-5.75
Anise	.65-.70
Anise, Lead free	.75-.80
Aspic (spike) Spanish	1.25-1.60
French	1.75-2.00
Bay, Porto Rico	4.25-4.50
West Indies	3.25-3.50
Bergamot, 35-36 per cent.	5.00-5.50
Birch (Sweet)	3.75-4.00
Birchtar, Crude	1.30-1.40
Birchtar, Rectified	3.00
Bois de Rose, Femelle.	4.50-5.25
Cade	1.00
Cajeput Native	.75-.90
Calamus	8.00-8.50
Camphor, Jap., "white"	.30-.35
Cananga, Java	3.75-4.50
Cananga, Java, Rectified	4.25-5.50
Caraway Seed	2.45-2.60
Cardamon, Ceylon	25.00
Carvol	4.00-4.50
Cassia, 75-80% Technical.	.80-.90
Cassia, Lead free	.90-.95
Cedar Leaf	1.20
Cedar Wood	.60
Celery	15.00
Cinnamon, Ceylon	24.00
Citronella, Ceylon	.33-.36
Citronella, Java	.75-.80
Cloves, Bourbon	2.00-2.05
Cloves, Zanibar	1.50
Copaiba	.85-.90
Coriander	17.00-18.00
Croton	1.40
Cubebs	8.00-8.25
Cumin	8.00-8.25
Erigeron	3.85-4.00
Eucalyptus, Aus. 70%	.55-.60
Fennel, Sweet	2.25-2.40
Geranium, African	6.50-7.00
Geranium, Bourbon	5.50-6.00
Geranium, Turkish (palma rosa)	4.00-4.25
Ginger	7.50-7.75
Gingergrass	3.25-3.50
Guaiaac (Wood)	6.00-6.25
Hemlock	.90-1.15
Juniper, Berries, Rectified.	3.00-3.25
Lavender, English	24.00
Lavender Fleurs, U. S. P.	6.50-7.00
Lavender Fleurs, 30-35%	8.00-8.25
Lavender U. S. P. "IX"	7.25-7.50
Lavender U. S. P. "VIII"	6.25-6.50
Lemon	.75-.80
Lemongrass	1.85-2.00
Mace, distilled	.90-1.00
Limes, expressed	5.00-5.50
Minalee	3.50-4.00
Mace, distilled	1.50-1.60
Mirbane	.16-.19
Mustard, genuine	25.00-26.00
Mustard, artificial	3.75-4.00
Neroli, Bigarde, Petale Ex.	340.00
Neroli, Bigarde	300.00

Neroli, Bigarde, Italian.	110.00-120.00
Nutmeg	1.30
Opoponax	nominal
Orange, bitter	2.40-2.50
Orange, sweet, West Indies	2.65-2.85
Orange, sweet, Italian	2.85-3.00
Origanum	.40-.45
Orris Root, concrete, foreign	(oz.) 5.75-6.00
Orris Root, concrete, domestic	(oz.) 5.25-6.00
Orris Root, absolute	(oz.) 57.00
Parsley	8.00-
Patchouly	14.50-15.00
Pennyroyal, American	1.75-2.00
Pennyroyal, French	2.00-2.15
Peppermint	2.90-3.00
Peppermint, redistilled	3.20-3.35
Petit Grain, So. American.	3.00-3.25
Petit Grain, French	8.00-8.25
Pimento	2.85-3.00
Fine Needles, from Pinus Sylvestris	2.50-2.75
Rose, Bulgarian.	(oz.) 10.00-12.00
Rose, Turkish	9.00-12.00
Rose, French	10.00-15.00
Rosemary, French	.85
Rosemary, Spanish	.70-.75
Rue	3.75-4.00
Sage	5.75
Sandalwood, East India	7.75-8.00
Sassafras, artificial	.60-.70
Sassafras, natural	1.40-1.50
Savin, French	5.50-6.00
Snake Root	34.00
Spearmint	5.75-6.00
Spruce	.90-1.00
Tansy	8.25
Thyme, French, red	1.60-1.65
Thyme, French, white	1.75-1.80
Thyme, Spanish, red	1.40
Vetivert, Bourbon	8.50-9.00
Java	30.00-
Wintergreen (genuine gaultheria)	6.50-6.75
Wormseed	2.90-3.15
Wormwood	16.00
Ylang-Ylang, Manila	38.00-40.00
Ylang-Ylang, Bourbon	12.00-15.00

AROMATIC CHEMICALS

Acetophenone	6.25-6.50
Amyl Salicylate, dom.	1.50-1.75
Amyl Salicylate, for	2.50-3.00
Anethol	2.25-2.50
Anisic Aldehyde, foreign.	6.50
Domestic	6.75
Benzaldehyde, domestic	1.50-1.60
Benzaldehyde, F. F. C. domestic	2.20
Benzyl Acetate, domestic	1.50-1.65
Benzyl Acetate, foreign	1.85-2.00
Benzyl Alcohol	1.85-2.00
Benzyl Benzoate	2.00-2.25
Borneol	3.50
Bornylacetate	5.00-6.00
Bromstyrol	6.50-
Carvol	4.25-4.50
Cinnamic Acid	3.50-4.00
Cinnamic Alcohol	25.00-30.00
Cinnamic Aldehyde	4.50-5.00
Citral C. P.	4.00-4.25
Citronellol, domestic	14.00-16.00
Citronellol, foreign	16.00-18.00
Cumarin, natural	12.50-15.00
Cumarin, artificial, domestic	4.00-5.00

Cumarin, artificial, foreign	4.00-5.00
Diphenylmethane	2.25-2.50
Diphenylxide	1.40-1.60
Ethyl Cinnamate	5.50-
Eucalyptol	1.00-1.15
Eugenol	.375
Geraniol, domestic	3.00
Geraniol, foreign	5.00-6.00
Geraniol from citronella	4.75-5.00
Geranyl Acetate	6.50
Heliotropin, domestic	3.50-3.75
Indol, C. P. (oz.)	12.00
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	6.25-
Linalol	6.75-
Linalyl Acetate	18.00-20.00
Linalyl Benzoate	nominal
Methyl Anthranilate	5.00-5.25
Methyl Cinnamate	6.50-
Methyl Heptenone	9.00
Methyl Heptene Carbon	110.00-120.00
Methyl Paracresol	12.50-15.00
Methyl Salicylate	.40-.50
Musk Ambrette	40.00-45.00
Musk Ketone	20.00-22.00
Musk Zylene	5.00-5.50
Nonylic Alcohol	nominal
Phenylacetaldehyde	15.00-
Phenylethyl Alcohol	15.00-18.00
Phenylacetic Acid	6.50
Rhodinol, domestic	18.00
Rhodinol, foreign	20.00
Safrol	.70-.75
Skatol, C. P. (oz.)	57.00
Terpineol, C. P., domestic	.45-.55
Terpineol, C. P., imported.	.80-.85
Terpinol Acetate	1.75-2.00
Thymol	7.50-8.00
Violet, artificial	8.00
Vanillin (oz.)	.55-.60

BEANS

Tonka Beans, Para	1.00-1.10
Tonka Beans, Angostura	1.60-1.75
Vanilla Beans, Mexican	3.75-5.00
Vanilla Beans, cut	3.25-
Vanilla Beans, Bourbon whole	1.80-2.50
Vanilla Beans, Bourbon cut	1.75-2.00
Vanilla Beans, Tahiti yellow label	1.40-
Green label	1.30-

SUNDRIES

Alcohol, cologne spirits, gallon	6.00-7.00
*Ambergris, black (oz.)	8.00-12.00
Ambergris, gray	28.00
Chalk, precipitated	.04-.10
Civet horns (oz.)	4.50-
Lanolin hydrous	.13-.14
Lanolin anhydrous	.17-.18
Menthol	4.25-4.40
Musk, Cab., pods (oz.)	18.00-20.00
Musk, Cab., grains (oz.)	28.00-30.00
Musk, Tonquin, grains (oz.)	48.00
Musk, Tonquin, pods (oz.)	27.50-30.00
Orris Root, Florentine, whole	.10-.11
Orris Root, powd. & gran.	.14-.15
Rice Starch	.20-.25
Talc, Italian (ton)	50.00-55.00
Talc, French (ton)	30.00
Talc, domestic (ton)	18.00-20.00

*Nominal.

THE MARKET.

(Continued from page 72)

anxiety of sellers in the primary markets to dispose of their production before new crop goods start coming in in the autumn. Spearmint is easy, in keeping with the weak tone in peppermint. Sassafras, spruce and wormseed oils have also been subjected to price shading.

Aromatic Chemicals.

The development of keenly competitive conditions throughout the aromatic chemical lines has forced the market to a generally lower plane during the period under review. Business as a whole has been restricted to small orders and there has been a great scramble among the different sellers to secure such business as was offering. Foreign productions are encroaching on the domestic field to an even greater extent than was formerly believed would be the case. The result has naturally been a reversion to the competitive conditions which existed before the war. Cheaper import costs on a large number of items have accentuated the downward tendency. It is now thought, however, that prices are sufficiently low to warrant purchases for future needs.

In reverting to specific price movements it is found that methyl anthranilate, has suffered the greatest set-back, the price being down \$3.25 a pound, while methyl cinnamate runs it a close second with a decline of \$2.75. Bromstyrol is down \$1.75 at \$6.50 a pound, while ethyl cinnamate shows a loss of \$2.50 being down to \$5.50 a pound. While leading producers are maintaining coumarin in the vicinity of \$5 a pound, as low as \$4 can be done for resale material. Other aromatics which have suffered quite a substantial setback during the interval include amyl salicylate, anisic aldehyde, benzyl benzoate, carvol, cinnamic alcohol, citral, eucalyptol, iso eugenol, linalol, methyl salicylate, phenylacet-aldehyde, safrol, terpineol, thymol and vanillin.

Vanilla Beans.

Confectionery demand is beginning to put in an appearance for vanilla beans and the trade is agreed that the corner has now been turned for the season. One concern reports inquiries to hand covering 20,000 pounds, this being the largest total seen since the first of the year. At the present writing Mexican beans are showing a decidedly stronger undercurrent, being quoted at \$3.75 to \$5 a pound for whole beans and \$3.25 a pound for cut beans. Advices from Vera Cruz and Pampatala report an uncertain outlook and indications to hand earlier in the year of a short crop seem to be confirmed. Bourbon vanilla is in easier position if anything with cuts available at \$1.75 to \$2.00 a pound and the whole beans at from \$1.80 to \$2.50. There have been heavy arrivals of the Bourbon beans from Marseilles and other French ports, which naturally tends to keep prices easy in the local market. A decline has occurred in Tahiti vanilla, which is available at 10 cents under previous figures. Other varieties of vanilla beans are unchanged. The feeling now is one of greater optimism since conditions are gradually resuming normal in this department.

FOREIGN CORRESPONDENCE.

(Continued from page 72)

Natale Misitano, Paolo Micalizzi, Giuseppe Papandrea, Giuseppe Ricciardi, Antonino Villari. The general management has been entrusted to Sig. Rag. Rosario Cardullo, secretary general of the Camera Agrumaria. These were elected auditors: Sigg. Rag. Riccardo Hopkins, Rag. Mezzasalma, and Rag. Salini and assistant auditors: Sigg. Cav. Francesco Carbone and Salvatore Liotta.

The Council of Arbitrators (Collegio dei Proviviri) is composed of Sig. Cav. Marchese Sigismondo Mauro, Royal Commissioner of the Camera Agrumaria, of the president of the Messina Chamber of Commerce and of the president of the Messina Civil Tribunal.

The society has been created with a well definite programme. Exporters and brokers cannot but give it their

full support as they will no doubt see in this new form of organization greater stability for their trade. A meeting held February 14 at the Camera Agrumaria was numerous attended and among the essential oil exporters present were the following: Sig. Giacomo De Pasquale of Messrs. Mario De Pasquale, Eugenio De Pasquale of Messrs. Giacomo De Pasquale & Co., Sigg. Ernesto Pizzi & Co., Fratelli De Pasquale & Co., Arthur Barrett, Sig. Francesco Marangolo, Sigg. C. Restuccia & Co., Paolo Gallo of Messrs. Antonino Gallo, Giuseppe Abate & Figli, Ferd. Baller & Co., Aux Parfums Naturels de la Sicile, Perciabosco and others.

The exporters, a certain number of whom were at first doubtful about the practical side of the undertaking, after this meeting, became full allies of the new cooperative institution.

PERFUME MAKERS PROTEST.—A general meeting of the members of the Italian Association of Perfumery Manufacturers has formerly protested against the new law on the control of factories proposed by the government, stating that the industry is already in a state of grave crisis, and that the measure in question threatens its very existence. *Il Sole* quotes a suggestion that the proposed control should be international if adopted at all. The chemical works are also threatening "crisis," and the "commissions of control" are causing serious anxiety in chemical producing circles.

LUXURY TAX IN ITALY.—The proposed luxury tax is not considered likely to apply to essential oils.

NETHERLANDS.

ESSENTIAL OILS.—Consul Frank W. Makin reports that the exports of essential oils from Amsterdam to the United States in 1920 were valued at \$213,444, as against \$140,225 in the previous year.

INDUSTRIES FAIR.—Announcement is made of the International Industries Fair to be held at Utrecht, Holland, September 6 to 15. The fair will be under the patronage of Her Majesty, Queen Wilhelmina, with the support of the Netherlands Government. This will be the fifth exposition held.

SPAIN.

OLIVE OIL.—Gaston Smith, consul at Malaga, reports: The 1920-21 crop of olives in this district is inferior to that of last year, and is about 20 per cent less. The official report on the 1919-20 production showed 103,854 tons of olive oil. The entire production for all Spain was 336,393 metric tons of olive oil. A 20 per cent decrease in this district gives an approximate result of 83,000 tons of olive oil for the crop year 1920-21. The greatest reduction is reported from the southeastern part of the Province of Malaga where the damage was intensified by the attack of insect pests.

The olive growers who, together with the refiners, have made a great deal of money during the past few years, seem inclined to hold their oil in storage until export restrictions are removed and better prices are obtained.

It is impossible to estimate accurately the remainder of olive oil from the 1919-20 crop on hand either in Spain or in this district, but by various local experts and producers it is estimated that the amount on deposit in the district is not more than 20,000 metric tons, and 60,000 in all Spain.



NEW DISTILLATION METHOD FOR PETROLEUMS AND FATTY OILS.

H. Offermann recommends a new apparatus for the steam distillation which is much more simple than that proposed by Engler, because it does away with the vacuum and the superheating of the steam. The apparatus consists mainly of an Erlenmeyer tube filled with water, a retort charged with the oil and a condenser. After the water and oil have been brought to the boiling point the wet steam is introduced into the oil at 100 degrees C. With the aid of two burners the distillation is regulated in such a manner that at first 25 per cent water and 75 per cent oil, then 50 per cent water and 50 per cent oil, and finally 75 per cent water and 25 per cent oil pass over.

A petroleum residue of a greenish-brown color, d_{20} 0.936, flash point 168 degrees and viscosity (50 degrees) 11.5 furnished:

Per Cent	Flash Point	Viscosity	Yield	Per Cent	Flash Point	Viscosity	Yield
d_{20}	$^{\circ}\text{C}$	(50 $^{\circ}$)		d_{20}	$^{\circ}\text{C}$	(50 $^{\circ}$)	
32.4	0.905	142	1.6	28.4	0.905	135	1.8
18.4	0.931	204	4.5	15.9	0.920	153	3.7
23.0	0.946	218	10.3	19.9	0.932	128	6.6
13.1	0.958	225	26.3	13.7	...	134	10.6
10.4 (pitch)	...	312	..	17.1 (pitch)	...	245	..
2.7 (loss)	...	...	...	5.0 (loss)	...	...	...

The pitch used for the first test showed the melting point of 40 degrees (according to Kraemer-Sarnow) and was completely soluble in benzene, while that used for the second test melted at 73 degrees and proved partly insoluble in benzene.—From *Chemische Umschau*.

GLYCERINE SUBSTITUTE.

In view of the oleaginous nature of betain, its neutral reaction and the physiological inactivity of its concentrated solution the use of this substance as a substitute for glycerine appeared logical. The easy crystallization during the gradual evaporation of the solution and its insufficient viscosity proved detrimental, however, and these drawbacks had to be overcome.

It was discovered that mixtures of solutions of betain and easily soluble, chiefly hygroscopic salts do not show this disadvantage in proper concentration, and are able to replace the glycerine in many cases for pharmaceutical and technical purposes.

The solutions may be prepared by dissolving betain with the added salts in water, or by treating the solutions of the betain salts with bases or salts of weak volatile acids and adding further quantities of betain base, if necessary.

Hygroscopic salts, such as magnesium chloride and cal-

cium chloride, are used as substitutes for glycerine in hydrous solutions, but mixtures of betain and salts approach the glycerine much more closely than simple salts solutions, as far as the physical qualities are concerned. The chief advantage of the mixtures of solutions of betain and easily soluble salts is the greatly increased viscosity in comparison with the salt solution. In the case of calcium chloride, for instance, this proves correct not only for solutions of equal salt content, but even for a solution of such a high calcium chloride content (27.6%) that it shows the same volume weight as the betain calcium chloride solution of example 1 with 18% calcium chloride.

Example 1—180 parts of anhydrous calcium chloride are dissolved in 350 parts of water and then 465 parts of betain are added. The solution resembles glycerine and its volume weight is 1.2489 (corresponding with 94.5% glycerine). When left in the open air it remains liquid even in a very low temperature.

Example 2.—497.5 parts of betain hydrochloride are dissolved in 350 parts of water. Then 162 parts of calcium carbonate are added under constant stirring, and finally 85 parts of betain.

Example 3.—400 parts of betain hydrochloride are dissolved in 475 parts of water. Then 52.5 parts of magnesium oxide are added, and after the oxide has been dissolved 68 parts of betain.

The glycerine substitute consisting of mixtures of solutions of betain and easily soluble salts is protected by German patent 328,530.—*Seifensieder-Zeitung*, 1920.

GERMAN POTASH OFFER PROTESTED

Settlement of German potash contracts on the basis of a 45 per cent rebate and the meeting of competitive prices by the German syndicate, has been confirmed at the State Department at Washington. Protests against the settlement have been made, but too late to produce any result, according to officials. They say that the settlement is a "closed door" and nothing can be done by way of modifying or cancelling it. Essential points in the settlement include agreement by certain American purchasers to buy from the German syndicate for the next five years 80 per cent of their potash requirements, and an understanding that representatives of the syndicate will be supplied with passports to come to this country to close details of the deal.

It is said by State Department officials that about 30,000 tons of muriate of potash will be involved in the 45 per cent rebate, and that only a limited number of American contractors are directly concerned, although the amount of money involved is estimated to run into many millions.

It is stated no application for passports for the German

syndicate directors has been received, and Agent Vogel of the syndicate is said not to know who wants to come to the United States. However, they are expected to be heard from before long.

The United States Potash Producers' Association has issued a statement calling the settlement a vicious case of dumping. The association expects the result to be some sort of price-fixing agreement between the French and German producers.

PROTECTION FOR POTASH PRODUCERS.

The United States Potash Producers' Association in a statement issued at Washington predicts that the general tariff bill will be in the President's hands before mid-Summer. It predicts further that this bill will carry adequate protection for American potash producers.

Protection for Southern products will be urged by the Southern Tariff Association at a special hearing that has been arranged for it by Chairman Fordney of the House Committee on Ways and Means for April 20. This arrangement was perfected with John H. Kirby, of Houston, Texas, president of the association, who has been in Washington conferring with President Harding and others. He has called a meeting of the heads of 57 industries affiliated with his organization which meeting will be held in Washington at the National Hotel April 18 and 19.

DETERMINATION OF THE IODINE NUMBER.

W. Devrient has made six determinations of the iodine number of elaidic acid (melting point 44°C) according to five different methods and obtained the following average values: method Huebl 80.3, Huebl-Waller 80.0, Winkler 80.8, Wijs 80.8 and Hanus 82.5. In view of the fact that the calculated value is around 90 he comes to the conclusion that the method of Hanus is the most reliable, and that those of Wijs, Waller, Huebl and Winkler follow in the order in which they are mentioned. This opinion is rather superficial, because the investigator does not say anything in regard to the excess iodine used and should have subjected drying oils to comparative tests. The fact may also be mentioned that the investigator, through the action of ethyl iodide upon erucate of silver and the introduction of HCl into the ethyl alcoholic solution of the erucic acid, produced the ethyl ester of the latter. He speaks constantly of diethyl ester, but the erucic acid is monobasic. The boiling point of the ethyl ester of the erucic acid—according to Beilstein—is 300° , but Devrient found that it begins to decompose already in temperature of 200° and under 0.1 mm. pressure.—*From Chemische Umschau*, vol XXVII, No. 20 (1920).

Copra and Coconut Oil in Philippines.

Up to the present the government has established no standards for copra in the Philippines. Firms which have been engaged in the exportation of this commodity for some time have certain loose classifications by which the product is known to the trade, according to an article in *Commerce Reports*. These classifications are generally based upon the locality in which the copra is prepared. The coconut oil exported from the Philippines is generally sold on the certificate of the Bureau of Science as to the content of free fatty acids and the degree, if any, of adulteration. In respect to this commodity, it is not likely that any further effort at classification will soon be made locally.

QUANTITATIVE DETERMINATION OF GLYCOL.

Dr. Bernhard Mueller recommends the following method for the quantitative examination of the ethylene glycol manufactured by the Th. Goldschmidt Co., Ltd., in Essen:

"Exactly 5 g of glycol are weighed off in a small scale pan and washed into a 500 cc. measuring flask with water. After the flask has been filled up to the mark at a temperature of 15°C the solution is shaken thoroughly and then 25 cc. = 0.25 g. are used for the analysis. In the same manner as for the standardization of sodium thiosulfate solution 25 cc. of water and 50 cc. of diluted sulfuric acid (1:3) are added to exactly 25 cc. of potassium bichromate solution in a 500 cc. measuring flask. Then 25 cc. = 0.25 g of the glycol diluted with water are introduced into this solution from a pipette. After this mixture has been boiled for 15 minutes it is permitted to cool, whereupon the flask is filled up to the 500 cc. mark. Fifty cc. of the well shaken solution are then transferred with a pipette to an Erlenmeyer flask holding 0.75 liters and containing 20 cc. of a 10% potassium iodide solution and 10 cc. of concentrated hydrochloric acid. The liquid is diluted with water and titrated under constant shaking with the now standardized sodium thiosulfate solution and finally an addition of starch, until the light green color change sets in. The calculation is very simple, because the number of the cc. of the sodium thiosulfate solution, corresponding with the potassium bichromate used up in the oxidation of the glycol, multiplied by 2 gives the per cent content of the glycol to be analyzed."

For the standardization of the sodium thiosulfate solution and the preparation of the potassium bichromate solution the author furnishes minute directions.—*Chemiker-Zeitung*.

PATENT FOR PURIFYING USED OILS.

Purification of Used Oils. Patented Oil. Purification Factory, Ltd., Budapest.—The disadvantages of the former methods (limited serviceability, uselessness for very dirty, viscous oils, superficiality of the purification, unequal utilization of the filtering material, etc.), are said to be avoided by the present new method. The oil to be purified is made pressable with the aid of solid substances and then subjected to pressure. Thus pure oil is obtained, while the impurities are retained in the pressed residue. The solid substances added are principally absorptives, which can be used in pulverized form and are insensitive against the oil and the water contained in the latter. Sawdust and shavings are very serviceable, but cotton, oakum, etc., may also be used with advantage. The pulp obtained by mixing the dirty oil with the sawdust, etc., should be slightly heated before pressing, if the oil is viscous. With thinly liquid oils the previous heating is not necessary. The remaining residue can be used repeatedly for the process and will finally do good service as a fuel. (German Patent 306,943.

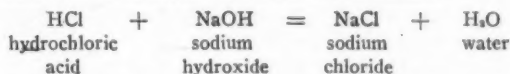
Bleaching of Fats with Chlorine.

The bleaching of oils with chloride of lime was recommended as early as 1862 by Demetz. Later, in 1873, Beau and Coumaille used gaseous chlorine from KClO_3 and HCl. The hypochlorites are, of course, much more convenient. In 1898 the magnesium hypochlorite was protected by the British patent No. 14,569.—*Chemische Umschau*.

FAT SPLITTING METHODS IN THE SOAP INDUSTRY*

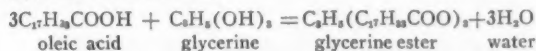
By DR. G. KNIGGE, Berlin-Lichterfelde.

Nearly a century and a half ago, in 1779, glycerine was discovered by the Stralsund chemist Scheele, but several decades more elapsed until the world obtained an insight into the chemical nature of the animal and vegetable fats through the epoch making work of Chevreul in 1823. The French scientist proved that the fats are the glycerine esters of the higher fatty acids. In exactly the same manner as the substitution of a hydrogen atom in an acid by a metal causes the formation of a salt—for instance



—the substitution of a hydrogen atom in a fatty acid by alcohol causes the formation of an ester.

Because of the fact that glycerine is a trivalent alcohol and contains three replaceable hydrogen atoms while the fatty acids only contain 1 molecule glycerine and 3 molecules fatty acids combine in the fat formation and produce glycerine esters or fats:



In the seeds and fruits of the plants and the tissues of the animal body nature offers these glycerides in a finished state. The acids essential for the formation of fats are oleic, stearic, palmitic, linoleic and linolenic acid. The glycerides are partly simple, that is three acid radicals of some kind are combined with one glycerine molecule, or they are mixed, which means that different acid radicals are bound to a glycerine molecule.

The splitting of fats was first taken up by the stearin industry. No less a personage than Chevreul himself obtained the first patent for fat splitting and the manufacture of candles from stearic acid. He saponified the fats with alkalis and decomposed the soap with hydrochloric acid. This unprofitable method for the production of fatty acids could not be kept up for any great length of time, however. The stearin industry had to travel a long, laborious road, often strewn with disheartening disappointments, until the really rational production of fatty acids and glycerine was accomplished. It is not possible for me to review this thorny road here in detail. We are only interested in the methods which were tested by the glycerine industry and taken over by the soap industry at the end of the last century. Up to that time the manufacture of soap was carried on solely according to old trade customs, and the glycerine remaining in the spent lye after the saponification of the neutral fats was permitted to run into the gutters and sewers.

About the middle of the last century Sobrero produced a combination of glycerine and nitric acid. This compound was the extremely explosive nitroglycerine. The explosive qualities of the substance were so enormous that it could not be used practically. The nitroglycerine only became a practically, serviceable explosive through the discovery of Nobel, who in 1862, combined it with diatomaceous earth and produced dynamite.

Diatomaceous earth consists of the tubular shells of microscopically small animals, the diatomeae, and has the faculty to absorb liquids. By the absorption the nitroglyc-

erine is distributed to a certain degree. It becomes less easily explosive, but without losing its force, when once exploded. In this condition it can be transported and formed into dynamite cartridges without danger.

The dynamite is not only of importance for war which destroys the accomplishments of civilization. It is even more important for peaceful work in producing cultural values. I only have to mention its use in coal and other mines, and in the construction of bridges, railroads, etc.

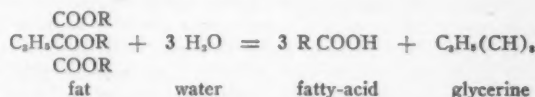
Naturally the demand for glycerine and its economic importance increased enormously after the discovery of Nobel. The soap manufacturers first made use of the spent lye containing glycerine by selling it to the glycerine factories, but finally they began to split the fats before the saponification, and to sell the glycerine water, or to produce raw glycerine themselves by evaporation. This was a decided progress, because the glycerine obtained from glycerine water is a much more pure and valuable than that produced from the spent lyes.

Another difficulty had to be overcome, however. It was not thought possible that an unobjectionable soap could be produced from fatty acids, but this idea may be considered dispelled today.

We now turn to the various methods of fat splitting. I have already mentioned that the methods tested in the stearin industry were taken over by the soap industry. They are: 1, Autoclave splitting; 2, Twitchell splitting; 3, Fermentative splitting.

The Krebitz method does not represent an actual fat splitting process and will therefore not be discussed at this time.

With all fat splitting methods the agent actually causing the splitting is water. The cleavage always occurs according to the following scheme:



All splitting methods require a careful preliminary purification of the fats and oils. These contain mucin, albuminous and pectin substances, which not only influence the splitting process unfavorably, but also cause lathering in the autoclave and pollute the glycerine water. The fats are discharged with the aid of steam into a basin fitted to the bottom of the tank, and then pumped into a vessel placed on a higher level, the lower part of which has to be shaped conically like a boiler. This tank for the preliminary purification has to be lined with lead, because the work is carried out with sulfuric acid. It contains an open and a closed steam coil, which also have to be made of lead. The open coil contains a Koerting blower making it possible to stir up the entire liquid thoroughly. While the blower is in action sulfuric acid of 60°Bé to the amount of 1½ to 2 per cent of the weight of the fat is added.

Special care has to be taken that no stronger acid is used, as this would cause the burning and browning of the fat. Sixty per cent sulfuric acid can easily be produced from the commercial variety by adding 100 kg acid to 20 liters of water under stirring. The water must never be poured into the sulfuric acid, as in this case the strong

*From Seifensieder-Zeitung, vol. 47, No. 38, 1920.

reaction causes the acid to spout and dangerous injuries may result.

The acid is introduced in a thin jet after the fat has been heated to about 50°. Then the mixture is left to simmer for ½ to 1 hour, but without heating it to the boiling point. The proper temperature lies between 50 and 70°.

The acid is permitted to settle and then drawn off through faucet attached to the bottom of the tank for the preliminary purification. Finally the oil is washed once more with water. This washing is repeated until blue litmus paper is no longer colored red by the water used. If the separation of the acid water and oil does not proceed smoothly an addition of sodium chloride, or sulfate of alumina will be helpful. The latter also aids the precipitation of the albuminous substances which have to be removed. With very stubborn emulsions such as are often formed from waste fats and train oils, the amount of sulfuric acid has to be increased sometimes up to five per cent.

As the acid water runs off it passes through a fat catcher. The latter is a vat lined with lead, into which the water enters from above. The draining tube reaches nearly to the bottom of the vat, however, so that the fat which may be carried along can gather on the surface and may be skimmed off from time to time.

A bleaching process is combined with the preliminary purification of dark fats. Potassium bichromate to the amount of ½ per cent of the weight of the oil is dissolved in water and added to the fat with 2 per cent of hydrochloric acid. Then the mixture is worked thoroughly with the stirring blower. After the bleaching fluid has been permitted to settle it is drained off and washed as described above. The fats prepared in this manner are now ready for the splitting process.

I. The Splitting in the Autoclave.—The autoclave is a well isolated cylinder of copper, with strong walls and closed hemispherically at both ends. It should not be placed too far from the steam boiler, so that it is not reached by too much condensed water. The steam is introduced at the top, and the open steam tube ends near the bottom. A check valve prevents the mixture in the autoclave from being sucked into the boiler, when the pressure in the latter falls. The steam is conducted to the autoclave directly from the boiler through a main pipe, and the boiler should be standardized to the same pressure as the autoclave—six atmospheres.

The autoclave is also supplied with a pipe for the introduction of the fat, a safety valve, a deaerating cock and a discharging valve. At the top it is closed by a manhole cover. Its capacity should be about twice as large as the quantity of fat to be split in one charge.

After the oil has been permitted to run into the autoclave from the elevated tank for the preliminary purification 1 per cent of zinc dust—a mixture of zinc oxide and metallic zinc—is added, well mixed by stirring with oil, together with 20 per cent water. To assure the even distribution of the zinc dust the steam is partly, turned on before its introduction. Then all valves are closed, with the exception of the deaerating cock and the steam is turned on fully. After all air has been forced from the apparatus by the steam the deaerating cock is also closed and the work carried out under pressure. A pressure of six atmospheres has to be maintained six to eight hours to complete the splitting. After the steam has been turned

off the autoclave is left alone and the pressure subsides gradually. When it only amounts to two or three atmospheres, the discharging valve is opened and the entire content forced into the settling vat. As the pressure in the autoclave is strong enough to force its content up several meters, the settling work should be elevated, so that the glycerine water and fatty acid can later be transported to their destination without the aid of pumps.

The settling vat is made of wood or iron, but must be well lined with lead in every case. To prevent the autoclave substance from spurting over, as it enters with great violence, the vat is closed with a lid. An exhaust pipe fitted into the cover permits the ill-smelling vapors to escape. The escaping steam always carries along small fat particles. To catch these, pieces of tin are fitted into the exhaust pipe in such a manner that they turn upward at acute angles alternatively from the right and left side and almost touch each other in the center.

After the glycerine water has well settled, as it always does if the preliminary purification is sufficiently thorough, it is drawn off through a cock at the bottom. If it is to be evaporated to crude glycerine within the plant it is transferred to the tank for the preliminary purification. Otherwise it is filled directly into iron drums and sent to the glycerine factories.

The fatty acid remaining in the vat contains the zinc soap formed with the splitting medium. The zinc soap is decomposed by treatment with 10% sulfuric acid. Near the decomposition tank, but a little higher, a smaller wooden vessel lined with lead is placed, from which the diluted sulfuric acid is conducted into the autoclave through a lead pipe. The dilution of the 66% acid is carried out in this vessel by slowly adding 10 kg. of sulfuric acid to 100 l water. One kg. of zinc dust requires about 1 kg. of concentrated, or 11 kg. of diluted sulfuric acid.

The mixture of fatty acid and the zinc soap formed in the splitting process is heated to about 80°, and well stirred with the blower, while the calculated quantity of sulfuric acid is introduced in a thin jet. The sulfuric acid decomposes the zinc soap under formation of fatty acid:



Zinc soap. Sulfuric acid. Fatty acid. Zinc sulfate.

After settling the solution of sulfate of zinc is drained off and the fatty acid washed once more with water. The water should then no longer show any acid reaction, and a sample of the fatty acid should not be turbid. If the work is carried out properly the splitting degree amounts to 90-95%. The fatty acid may then be discharged directly into the boiling vessel.

Soap Trade in the Netherlands in 1920.

The Netherlands is a large manufacturer and exporter of soap, and so in normal times soap can be imported and sold here only if the price is low and the quality high, writes Consul-General George E. Anderson, Rotterdam. In 1920 the imports fell off materially and the export of certain grades of soap of Holland manufacture was commenced. The general course of the import trade since the war is indicated in the following statement of the classes of soap and amounts in metric tons (metric ton=2,204 pounds) with values, imported during the past two years, the first figures being 1919 and the last for 1920: Perfumed, transparent and liquid, 664, \$491,675; 621, \$362,245; hard and non-perfumed and powder, 2,348, \$836,832; 691, \$191,524; soft, 31, \$8,773; 70, \$11,106; textile, 12, \$2,097; 6, \$894; total, 3,055, \$1,339,377; 1,388, \$565,769. The trade in hard and non-perfumed soaps was evenly divided between Great Britain and the United States.

SOAP EXPORTS FROM UNITED STATES.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in February, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps:

Azores and Madeira Islands, \$..... (\$65); Belgium, \$..... (\$9); Denmark, \$1,029, (\$.....); France, \$33, (\$.....); Germany, \$125, (\$144); Italy, \$....., (\$11); Netherlands, \$4,268, (\$125); Norway, \$44, (\$1,150); Portugal, \$75, (\$.....); Russia in Europe, \$..... (\$17,500); Spain, \$1,691, (\$262); Sweden, \$135, (\$59); Switzerland, \$194, (\$.....); Turkey in Europe, \$9,729, (\$.....); England, \$20,879, (\$15,800); Scotland, \$....., (\$5,240); Bermuda, \$410, (\$762); British Honduras, \$128, (\$1,274); Canada, \$15,973, (\$36,564); Costa Rica, \$732, (\$.....); Guatemala, \$360, (\$117); Honduras, \$1,267, (\$4,942); Nicaragua, \$495, (\$2,973); Panama, \$8,685, (\$16,827); Salvador, \$675, (\$.....); Mexico, \$21,789, (\$123,004); Newfoundland and Labrador, \$48, (\$639); Barbados, \$16, (\$52); Jamaica, \$1,334 (\$903); Trinidad and Tobago, \$425, (\$.....); Other British West Indies, \$234, (\$1,761); Cuba, \$16,898, (\$56,158); Virgin Islands of U. S., \$140, (\$2,477); Dutch West Indies, \$199, (\$70); French West Indies, \$....., (\$5,449); Haiti, \$1,404, (\$38,093); Dominican Republic, \$1,610, (\$18,137); Argentina, \$46,706, (\$10,471); Bolivia, \$2,854, (\$100); Brazil, \$1,095, (\$1,722); Chile, \$3,007, (\$575); Colombia, \$1,857, (\$230); Ecuador, \$1,364, (\$.....); British Guiana, \$509, (\$.....); Dutch Guiana, \$....., (\$325); French Guiana, \$65, (\$105); Peru, \$6,958, (\$1,034); Uruguay, \$2,755, (\$368); Venezuela, \$1,435, (\$330); China, \$3,628, (\$723); Chosen, \$576, (\$.....); British India, \$560 (\$33); Straits Settlements, \$1,762, (\$.....); Dutch East Indies, \$327, (\$65); Hongkong, \$2,201, (\$298); Japan, \$3,727, (\$273); Siam, \$156, (\$.....); Turkey in Asia, \$....., (\$782); Australia, \$8,234, (\$2,432); New Zealand, \$2,198, (\$62); Other British Oceania, \$12, (\$.....); Philippine Islands, \$33,552, (\$375); Belgian Congo, \$8, (\$20); British West Africa, \$125, (\$2); British South Africa, \$1,762, (\$321); Kamerun, etc. \$137, (\$.....); Madagascar, \$2, (\$.....); Portuguese Africa, \$52, (\$.....); Egypt, \$15, (\$35); Total, \$248,663, (\$371,248).

Company Formed to Export Rosin.

The Atlantic and Gulf Export Company, a \$2,000,000 combination of thirty to forty member concerns in the states of Florida, Louisiana, Mississippi, Georgia and Alabama, with headquarters in Jacksonville, has filed papers with the Federal Trade Commissioner under the Export Trade Act (Webb-Pomerene Law) for the purpose of exporting rosin to foreign countries. Exports of rosin in 1920 were valued at \$19,781,353 and were shipped chiefly to Great Britain, Canada, South America, Japan and Australia.

Slump in Nebraska Potash Production.

Less than three years ago there were a dozen or more companies engaged in the production and refining of potash in the state of Nebraska. But two are now operating. For the most part the closing of these plants was caused by the companies going bankrupt. The two exceptions are not producing potash for commercial purposes, but are engaged in experimental work.

German Soap Makers Form a Union.

The soap factories in Central Germany have formed themselves into an industrial union, with a view to strengthening their mutual interests. The union will bear the name of "Wismi" and have its seat in Leipzig. Its objects are the joint purchase of raw materials, joint sales of manufactures, and joint advertising.

Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

no further weakness in Manila oil for shipment from the Coast which is held at 7½ cents a pound in sellers' tanks. Business in soya bean oil is dull and confined to 5 and 10 barrel orders since sellers' tanks for May and June shipment from the Pacific Coast have been offered at as low as 4 cents a pound, with no takers. Slackened demand forced a curtailment of the production of corn oil. In this connection it is of interest to note that other edible oils which usually sell above the parity of corn oil were sold under such limits. Peanut oil is also in a slump, domestic crude being quoted as low as 5¼ cents in buyers' tanks, while foreign crude could be picked up at 6¼ cents f.o.b. the Pacific Coast. Crushers report a continuance of quiet conditions in castor oil, as considerable surplus stock is still for sale.

Industrial Chemicals.

Buyers of industrial chemicals continue to operate on a conservative scale, movements in the majority of items having been decidedly sluggish. Considerable resale pressure is still in evidence in nearly every direction and prices are with few exceptions subject to shading with firm orders in hand. The outlook for the immediate future seems to be more optimistic for some of the principal producers have curtailed production rather extensively. There is nothing doing in the shape of export business, but the improvement which has been seen in foreign exchange rates on some of the principal countries of Europe would indicate that a start may soon be seen. Soda ash is finding a better outlet, but there has been considerable competition between domestic and English makes. The same is true of caustic soda. There has been a considerable quantity of resale sulphuric acid offered during the past few weeks and this is cutting into sales by manufacturers. With caustic potash selling well below the levels at which substitute materials were formerly offered it has become more economical for consumers to use the genuine product and caustic potash is consequently meeting with a wider demand. A fair movement is noted against standing contracts in zinc oxide, but prices are not appreciably changed.

Other Soap Materials.

A break in the deadlock which had prevailed in Southern naval stores ever since last autumn has re-established rosins and turpentine at something like their true levels. The present level for common to good strained rosins of \$4.90 a barrel contrasts with \$6.25 a barrel, the price prevailing a month ago. In the opinion of some astute observers, prices for naval stores have fallen below the pre-war parity and with every indication favoring a smaller production during the coming season it is believed that the market may be in line for some improvement from this point on. Starches, stearic acid and glycerine all show further declines in consequence of absence of other than jobbing business.

February Exports of Rosin

Exports of rosin from the United States in February amounted to 37,489 barrels, valued at \$342,866. England headed the list at \$76,556, with Brazil next at \$52,264. Argentina paid \$41,414 and Canada \$37,552. Germany took \$38,931 worth.

Cut in Laundry Soap Prices in Chicago

E. G. Holloway, president of James S. Kirk & Co., Chicago, announced this month a reduction of from 7 to 15 per cent in price of all laundry soaps manufactured by his company.

Catalyzer Poisons.

While working out a new method for the halogen determination by palladium-catalytic hydrogenation M. Busch found that the method does not function in the presence of S, As, Hg and On. These substances have long been known as catalyzer poisons in the technical hydrogenation of fats.—*Chemische Umschau*.

MARKET REVIEW ON TALLOW, ETC.

(Written Specially for This Journal)

TALLOW

The drift of prices since the middle of last month has been downward, although the decline in the better sorts was not great, New York special tallow, our customary basis of values, then selling at 5¼c., while the latest transaction was at 5c. per lb.

In the meantime a decided change in values for cottonseed oil, lard, and other edible fats has taken place; and for the first time in about six years, cottonseed oil has sold at a price which made it attractive to the soap manufacturer; with dealings in good-sized quantities estimated in the aggregate at about thirty thousand barrels, at 5¼c.-5c. per lb., basis New York, in tank cars, for refined oil. Also, during the past week, freer offerings of South American tallow are noted with sales at 5½c. to arrive.

Incidentally, one producer of New York special tallow who long accumulated stock, until it was believed that the quantity thus held equaled three million pounds, has recently begun to sell these holdings, without thereby visibly depressing the market to any considerable extent, this indicating (of course, not proving) that tallow and greases are practically at bottom, and that any further recession in prices should bring about lessened production by small melters which would force buyers into the hands of the large producers who might be expected to raise prices, or at least hold the market from further decline.

It should not be overlooked that the same quality tallow which sold at the highest at 21¼c. per lb. is now selling at 5c. per lb.; this restoring the purchasing power of the dollar once more 100 cents' worth, compared to the five years just before the war; and compared with most other commodities, shows that more than the inflation in values has been completely squeezed out, and that with the first signs of a bettering of general business conditions, must reflect itself in a moderate advance in prices.

April 16, 1921.

TOBIAS T. PERGAMENT.

GLYCERINE.

(Written Specially for This Journal.)

Since our letter of last month, the quotation for chemically pure glycerine, in bulk, has gradually worked down from 19c. to 17c., the latter being the price today, as a minimum, with some of the refiners asking 17½c. The demand for glycerine, as a whole, is very small, and is confined principally to chemically pure, and raw material, for the refiners, as was the case last month. The closing down of most of the copper mines has reduced the demand for explosives to a very low figure, and this, naturally, affects all grades. The foreign markets are above ours, and the production in Europe is said to be very small indeed, so that imports are not to be looked for, in the immediate future, or until values on this side work up, somewhat. Stocks in this country are not excessive under ordinary conditions, but with the consumption so much

below normal, there is more than enough to go around, even with the production also much curtailed. The market may be expected to fluctuate within a narrow range from now on, until the time when explosives manufacturers start buying in a liberal way.

W. A. STOPFORD.

April 15, 1921.

VEGETABLE OILS.

Indications are not wanting that some of the large factors in the vegetable oil markets are regaining confidence in present prices and are gradually beginning to increase the size of their stocks. Some of the large soap makers are again coming into the market for cottonseed oil and some fairly heavy carlot transactions are reported to have gone through. The advance in Italian exchange has created a firmer tone in the olive oil foots market and shipment goods have been marked up slightly in consequence. While the demand for coconut oil remains quiet there has been

(Continued on preceding page)

SOAP MATERIALS.

Tallow and Grease.

Tallow, New York, Special 5c. Edible, New York, 6¼c. Prime Packers, Chicago, —c., Edible, Chicago, —c. Yellow grease, New York, 3½c. Brown grease, New York, 3½c. Yellow grease, Chicago, —c. Brown grease, Chicago —c. Rosin Savannah, April 15, 1921.

Common to good.....	\$4.90	I	\$5.15
D	5.15	K	5.15
E	5.15	M	5.90
F	5.15	N	6.15
G	5.15	W. G.	6.55
H	5.15	W. W.	6.65

Starch, Pearl, per 100 lbs.....	\$2.33@2.55
Starch, powdered, per 100 lbs.....	2.43@2.65
Stearic acid, single pressed, per lb.....	9½c.
Stearic acid, double pressed, per lb.....	10c.
Stearic acid, triple pressed, per lb.....	11¼@11¾c.
Glycerine, C. P., per lb.....	17 @18c.
Glycerine, dynamite, per lb.....	13 @13½c.
Soap lye, crude, 80 per cent, loose, per lb.....	9 @ 9¼c.
Soap lye, saponification, 80 per cent, loose, per lb.....	10 @10¼c.

Oils.

Coconut, edible, per lb.....	11 @11½c.
Coconut, Cochín, Dom., per lb.....	10¼@11c.
Coconut, Ceylon, Dom., per lb.....	8 @ 8¼c.
Palm, Lagos, per lb.....	6¼@ 7c.
Palm, kernel, per lb., nominal.....	9c.
Cotton, crude, per lb., f. o. b. mill.....	3.75c.
Cotton, prime, summer yellow.....	6c.
Soya Bean, per lb. (edible).....	7 @ 7¼c.
Corn, crude, per gal.....	7¼c.
Corn, refined, per lb.....	9¼c.
Castor, No. 1, per lb.....	9¼c.
Castor, No. 3, per lb.....	8¾c.
Peanut, crude, per lb.....	5½c.
Peanut, refined, per lb.....	10c.
Olive, denatured, per gal.....	\$1.40@1.70
Olive Foots, prime green, per lb.....	10¼c.

Chemicals.

Soda, caustic, 76 per cent, per 100 lbs.....	3.65c.
Soda Ash, 58 per cent, per 100 lbs.....	1.95c.
Potash, caustic, 88@92 per cent, per lb., f.o.b. works	8½@12c.
Potash, caustic, 70@75 per cent, per lb., f.o.b. works	10 @11c.
Potash, carbonate, 80@85 per cent, per lb., New York	6½@ 7c.
Salt, common, fine, per 100 lbs.....	Nominal
Sulphuric Acid, 60° per cent, per ton.....	12.00@15.00
Sulphuric Acid, 66° per cent, per ton.....	19.00@20.00
Borax, crystals, per lb.....	6c.
Borax, granular, per lb.....	6½@ 7c.
Zinc Oxide, American, lead free, per lb.....	7½@ 9¼c.

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18c.
13½c.
9¼c.

10¼c.

11½c.
11c.
8¼c.
7c.

7¼c.

@1.70

12c.

11c.

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